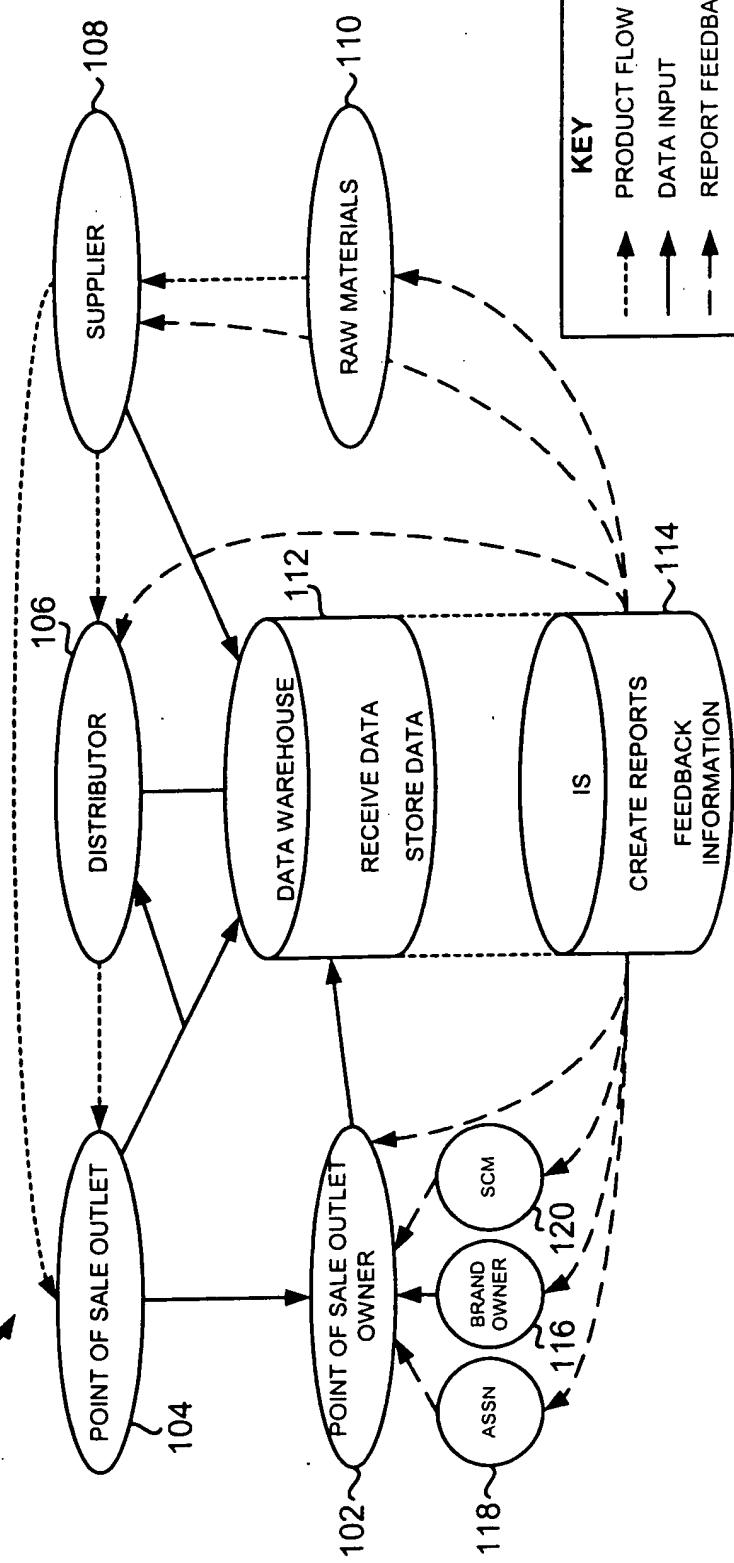
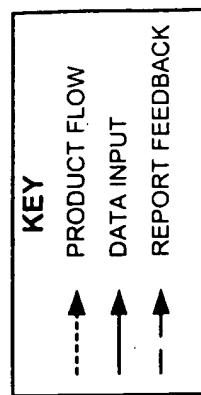
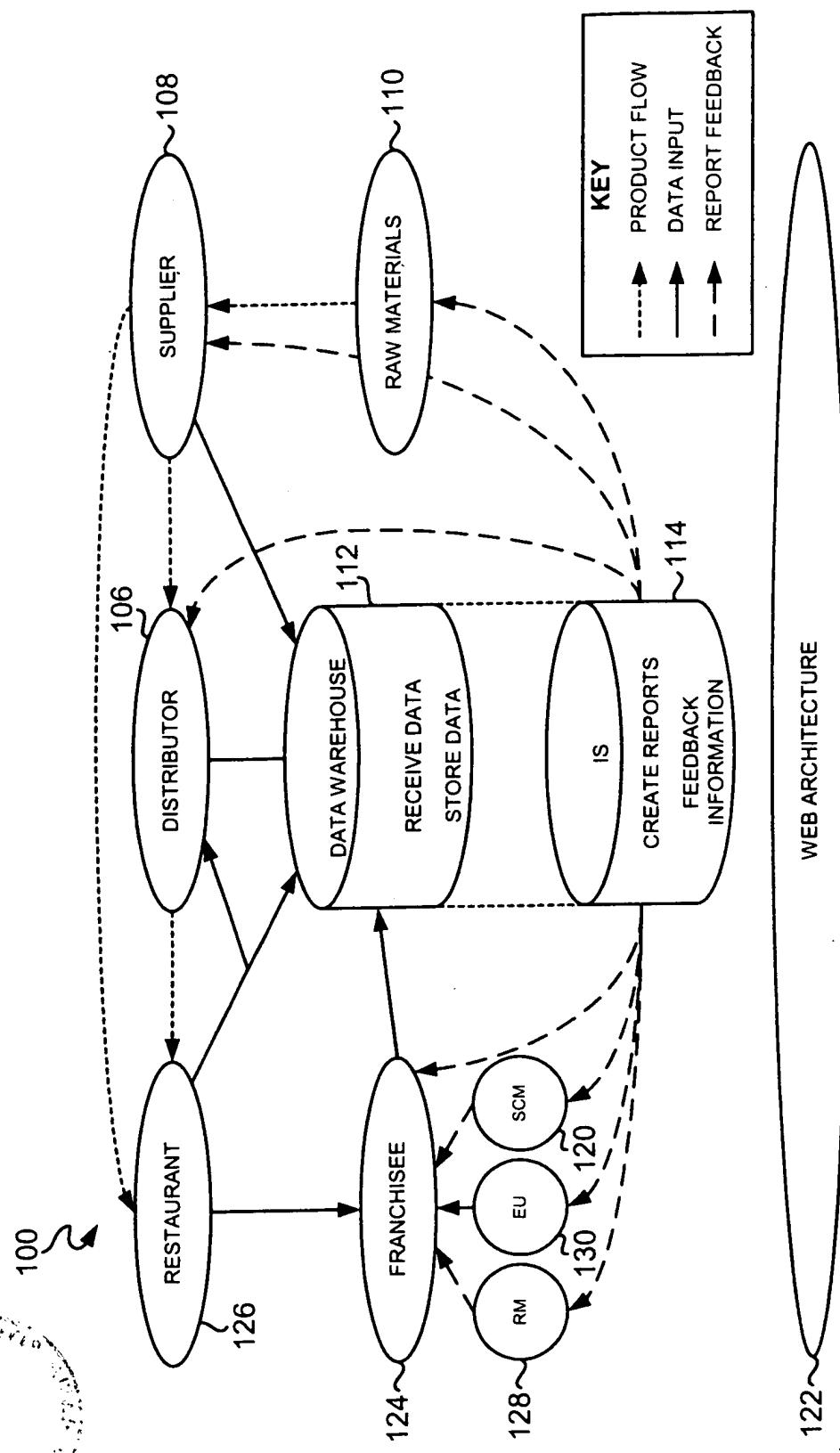


100  
104  
106  
108  
112  
114  
116  
118  
120  
122

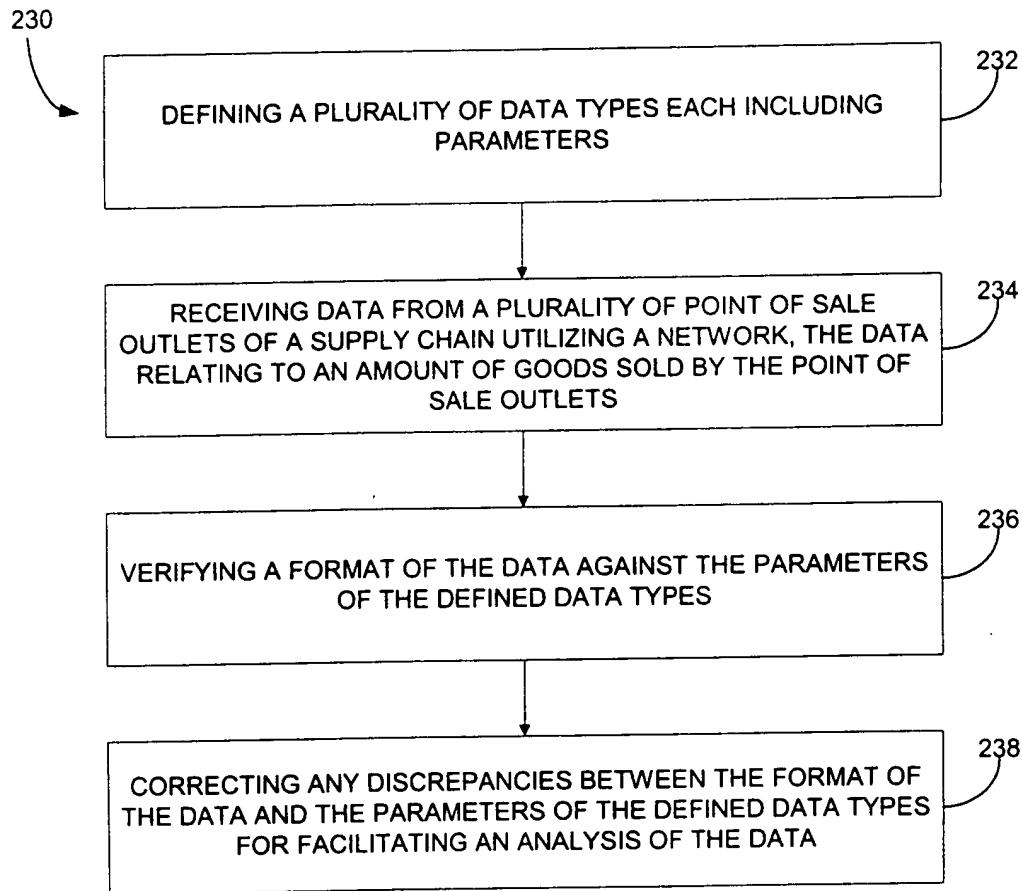
## WEB ARCHITECTURE



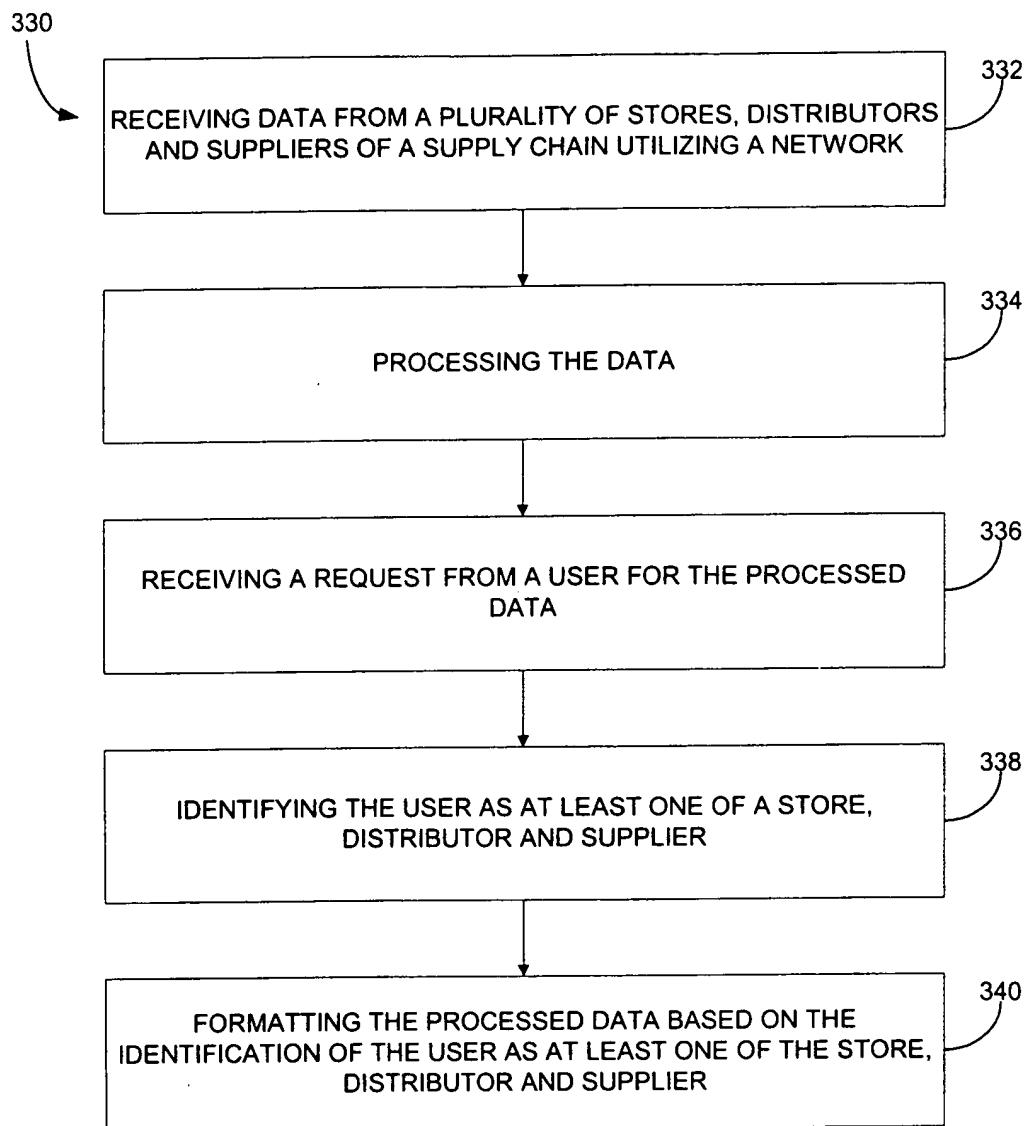
**FIG. 1A**



## FIG. 1B



**FIG. 2**



**FIG. 3**

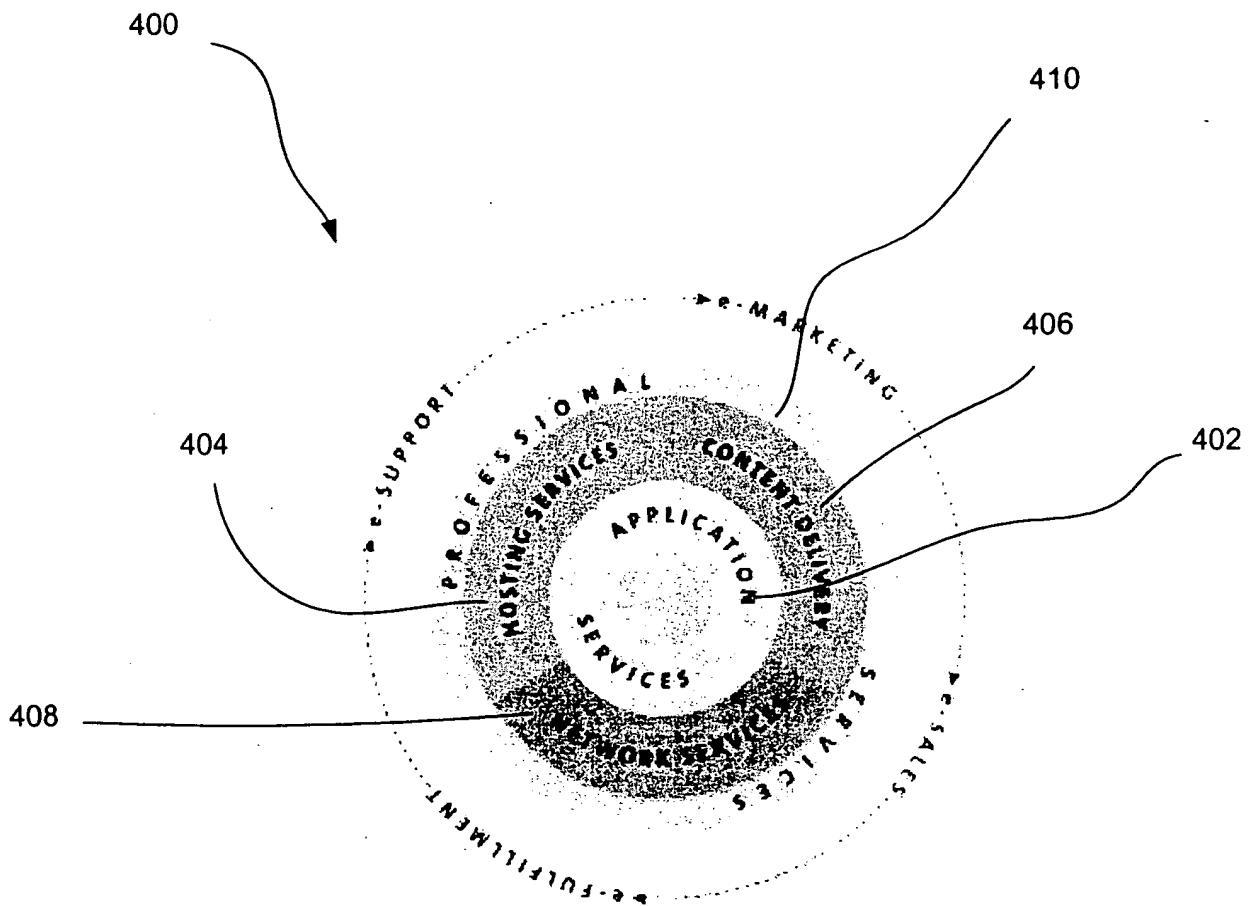
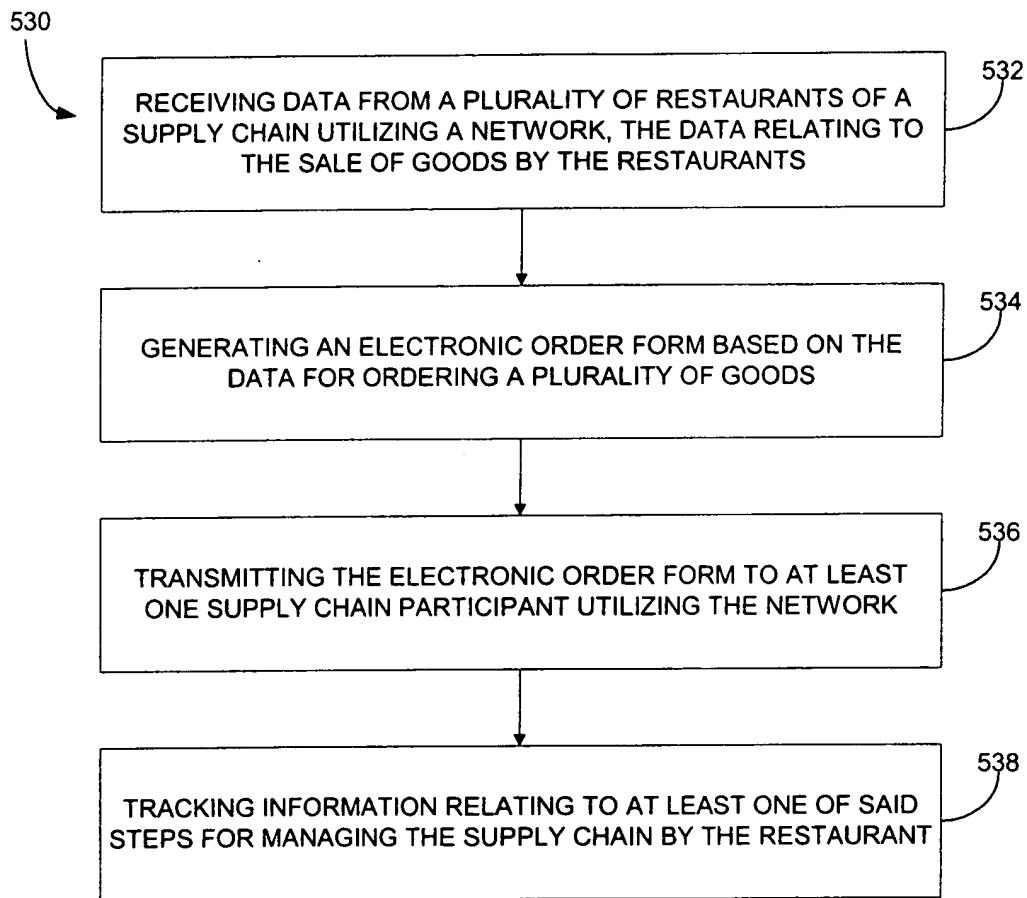
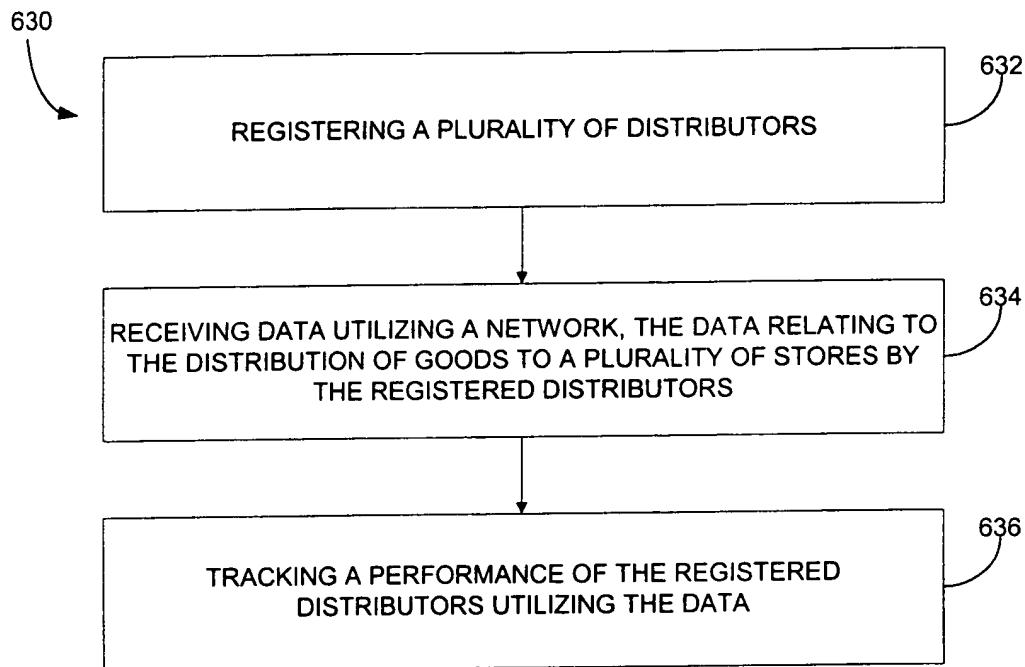


Fig. 4



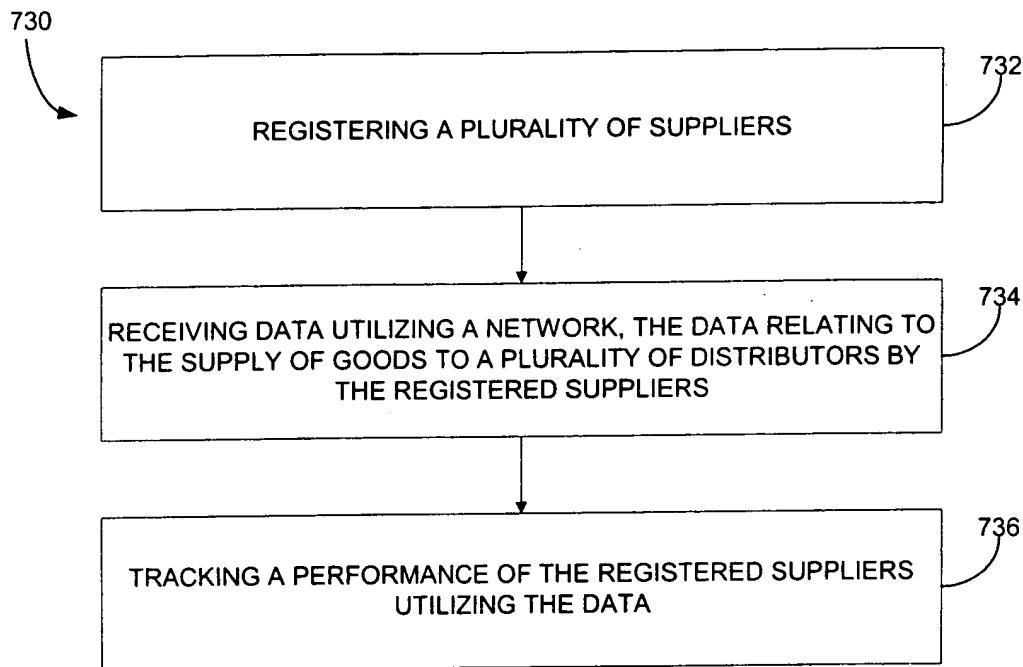
**FIG. 5**

00000000000000000000000000000000

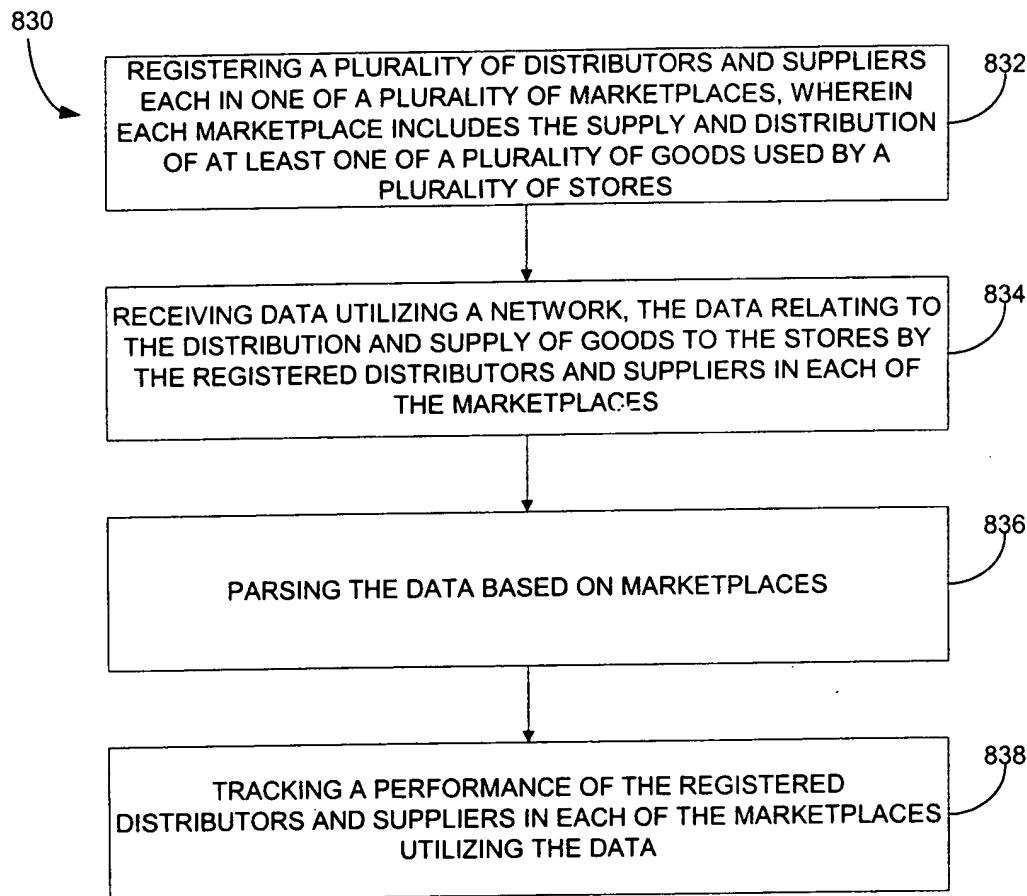


**FIG. 6**

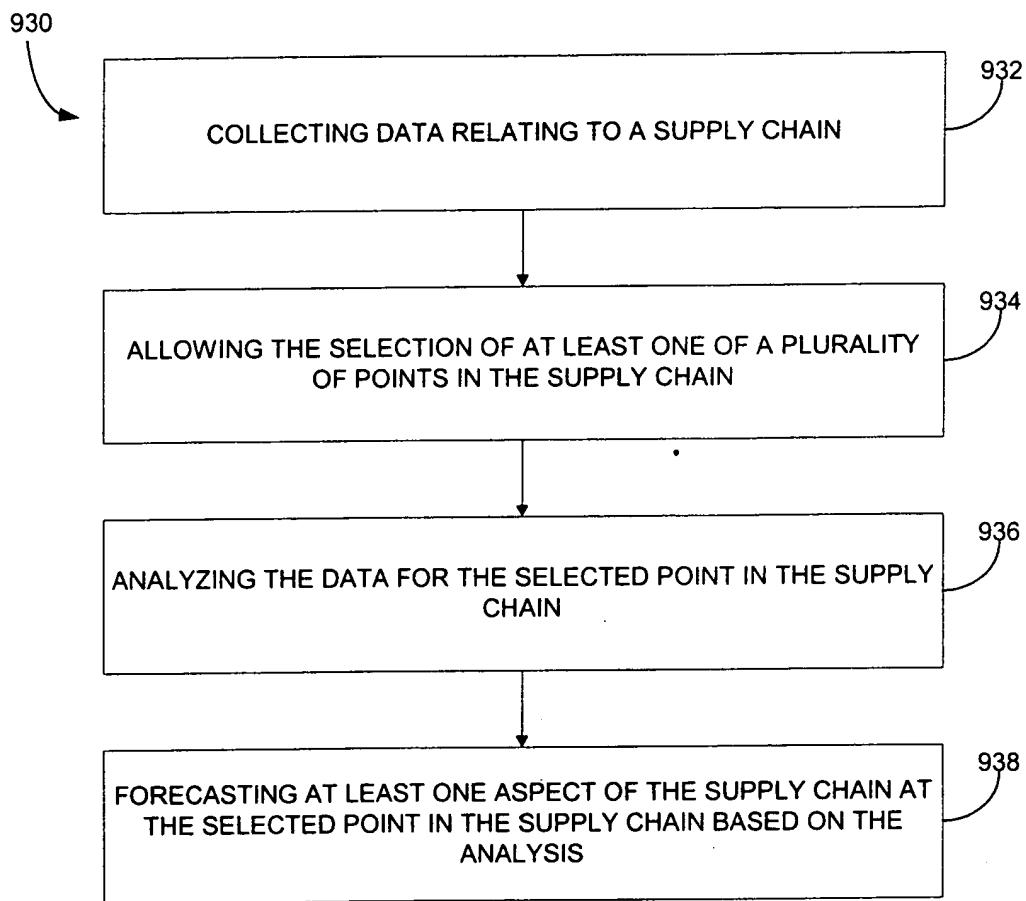
100-9000000000



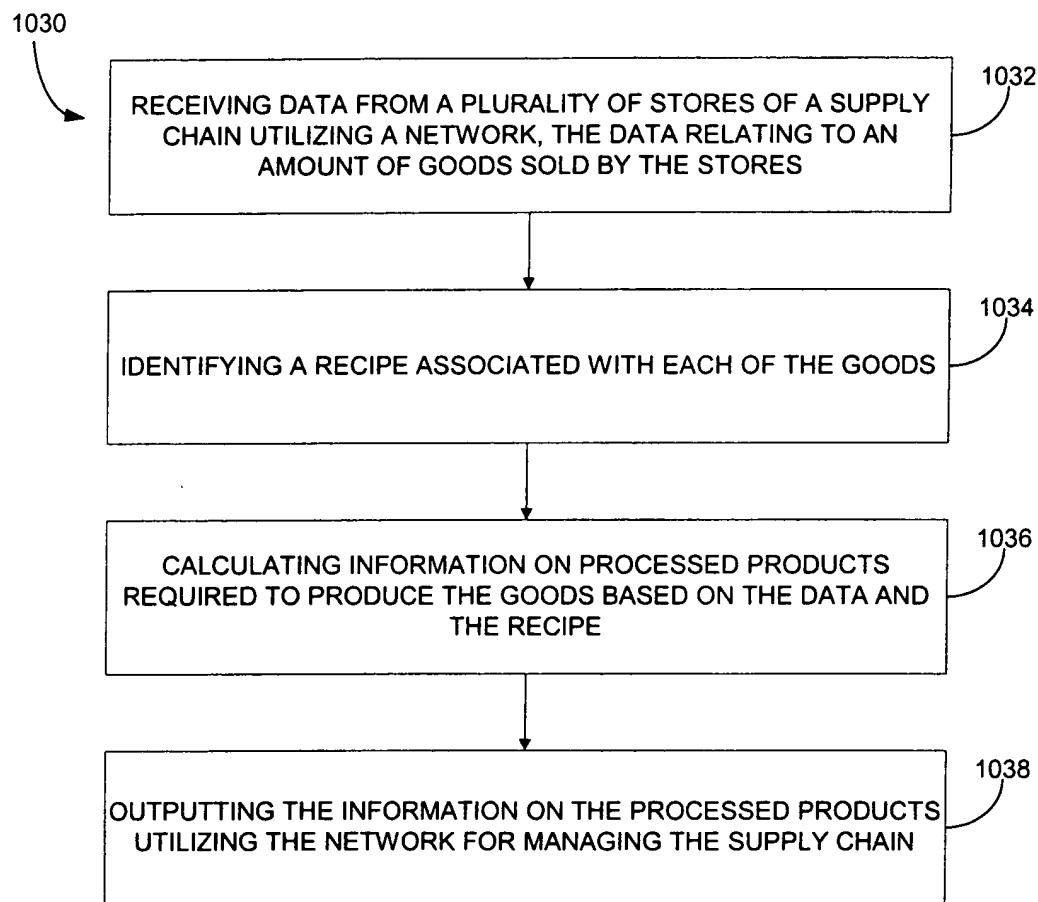
**FIG. 7**



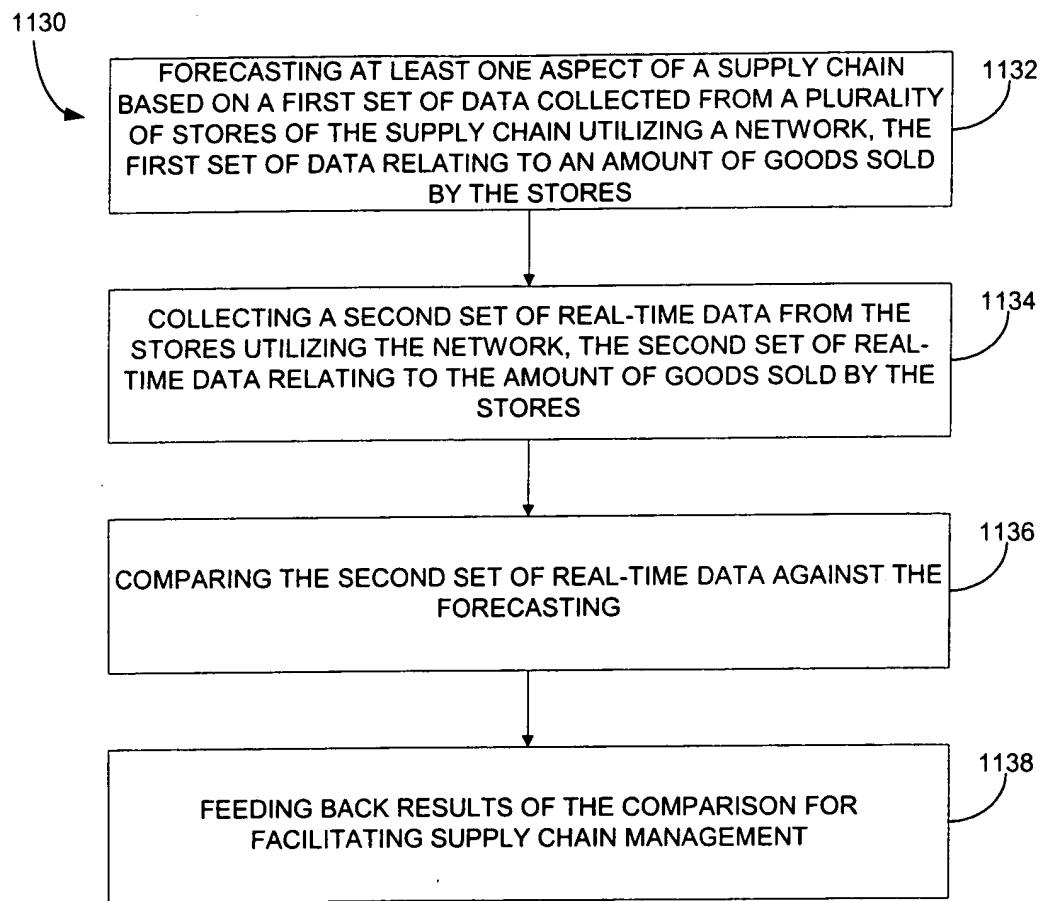
**FIG. 8**



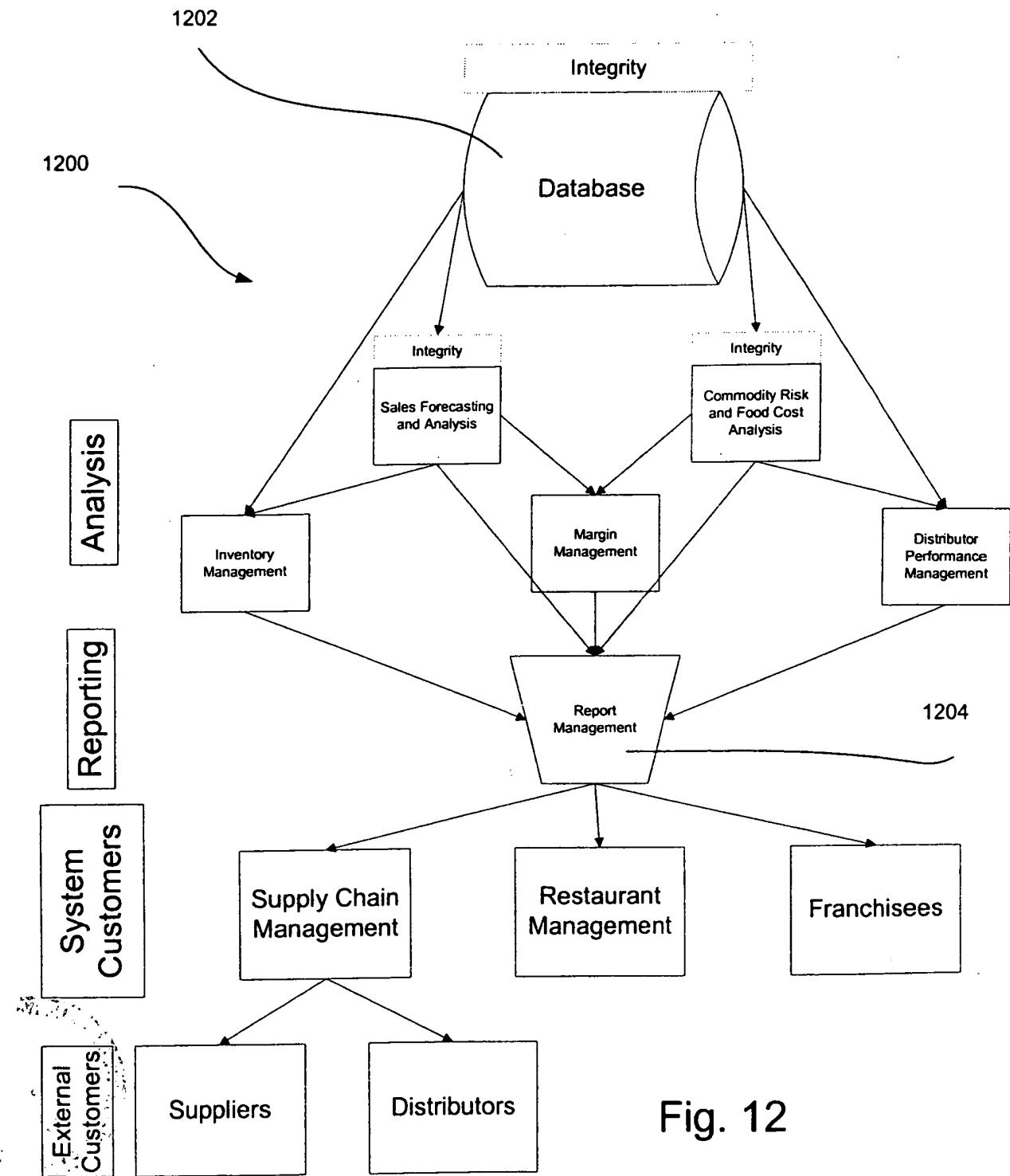
**FIG. 9**

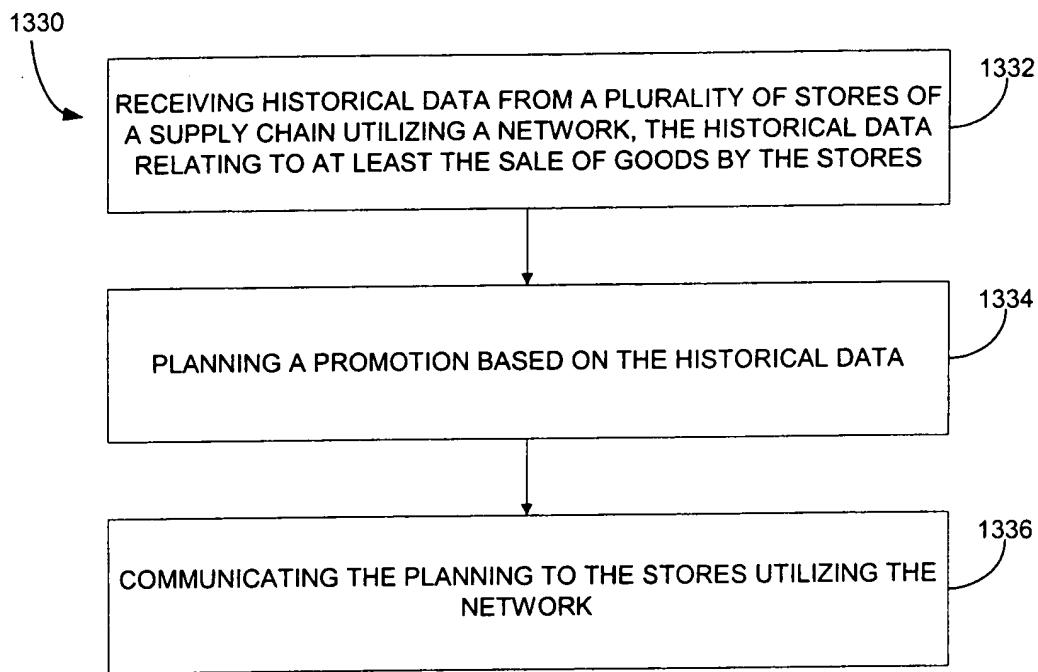


**FIG. 10**

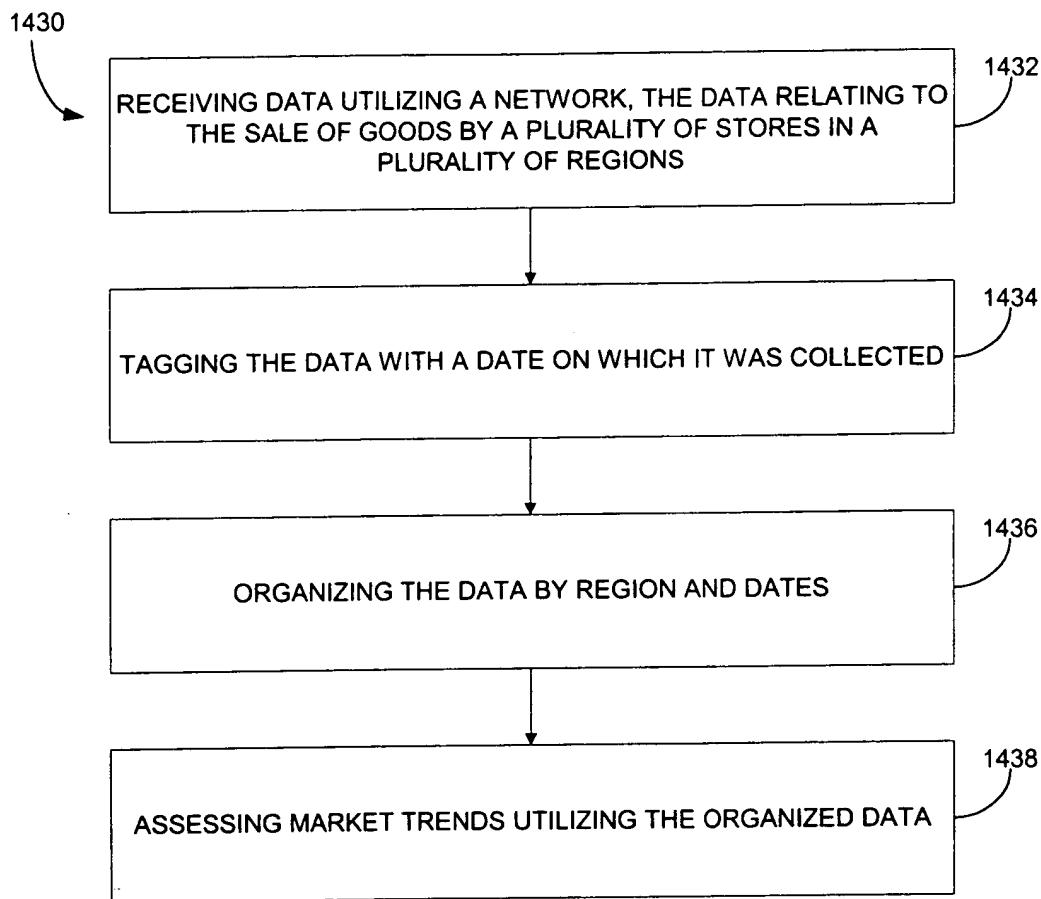


**FIG. 11**

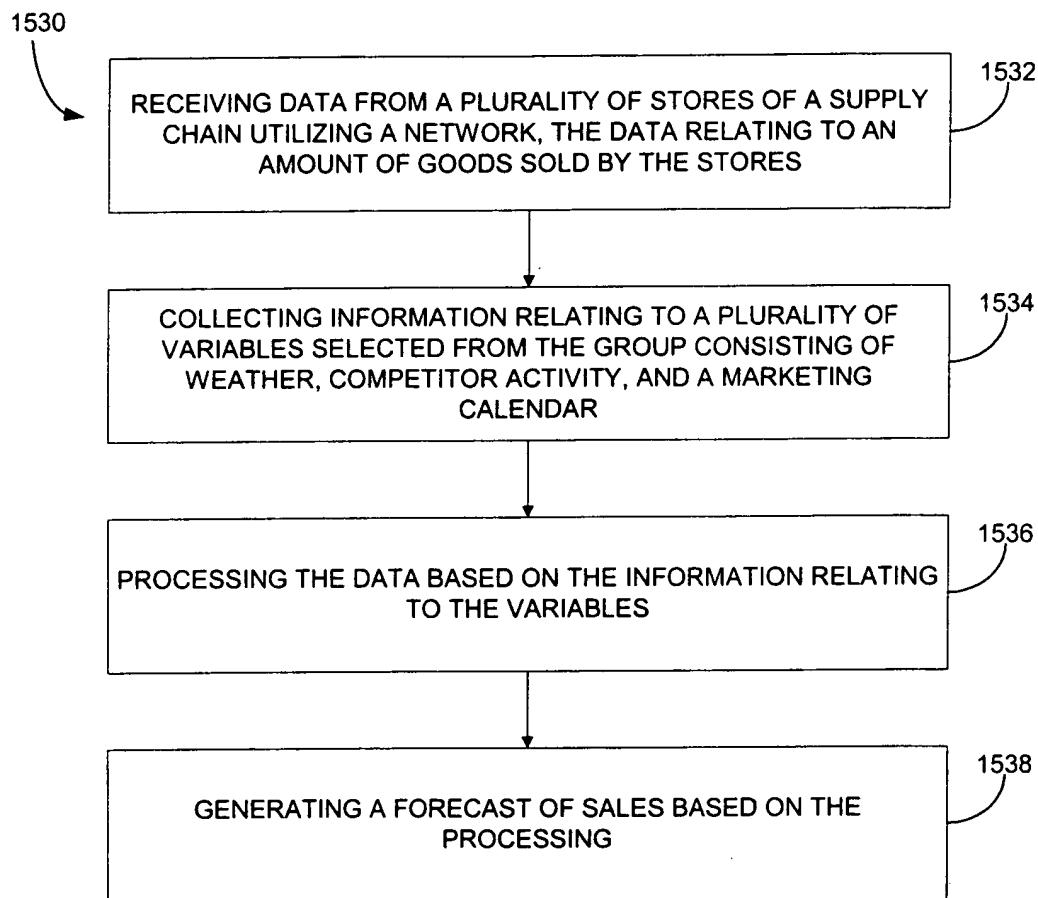




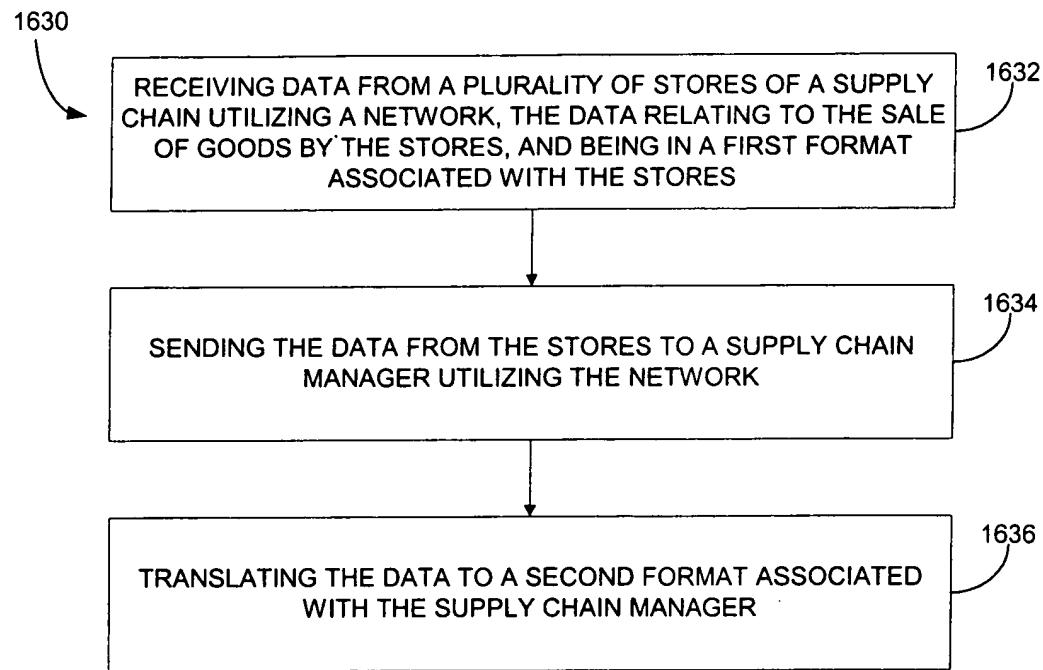
**FIG. 13**



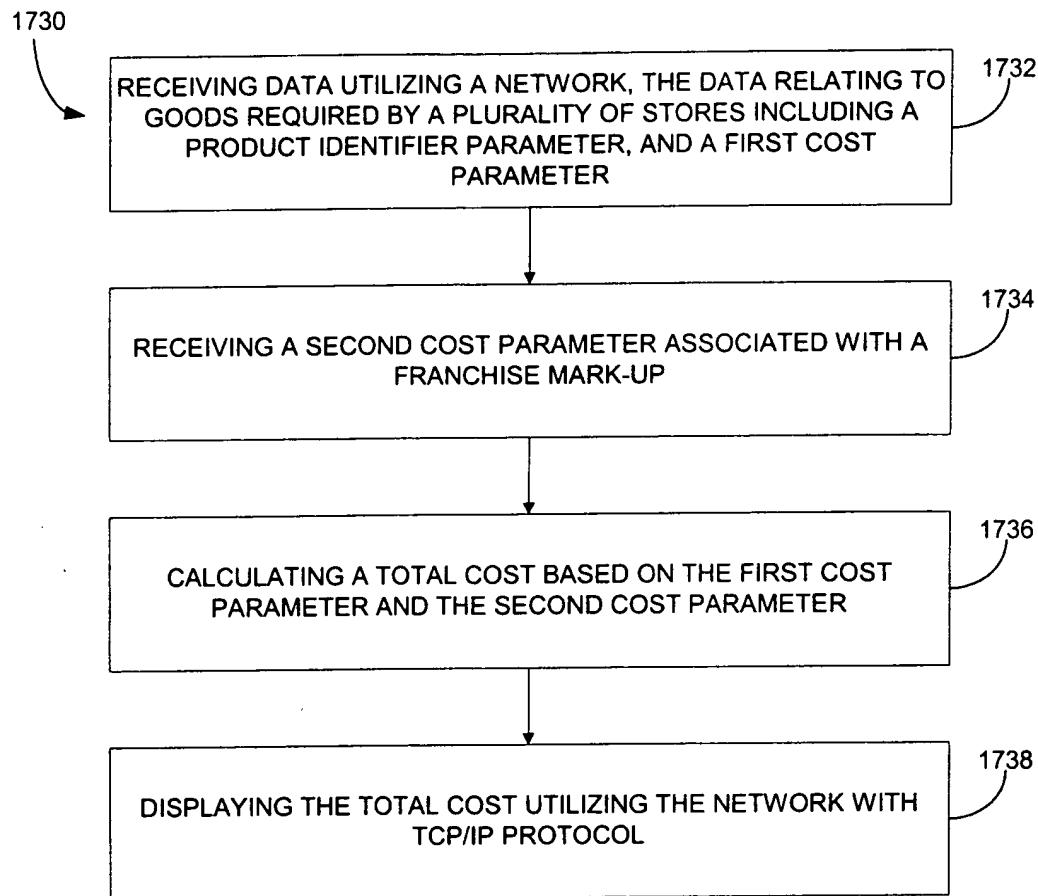
**FIG. 14**



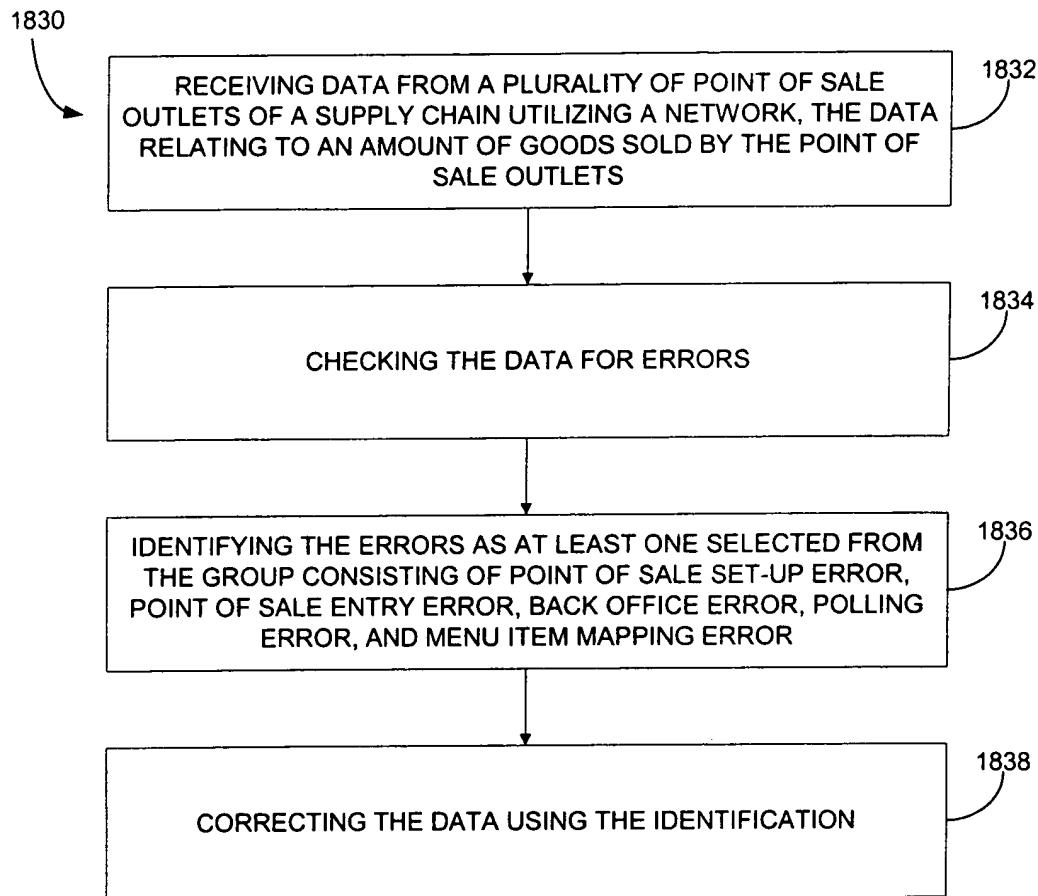
**FIG. 15**



**FIG. 16**

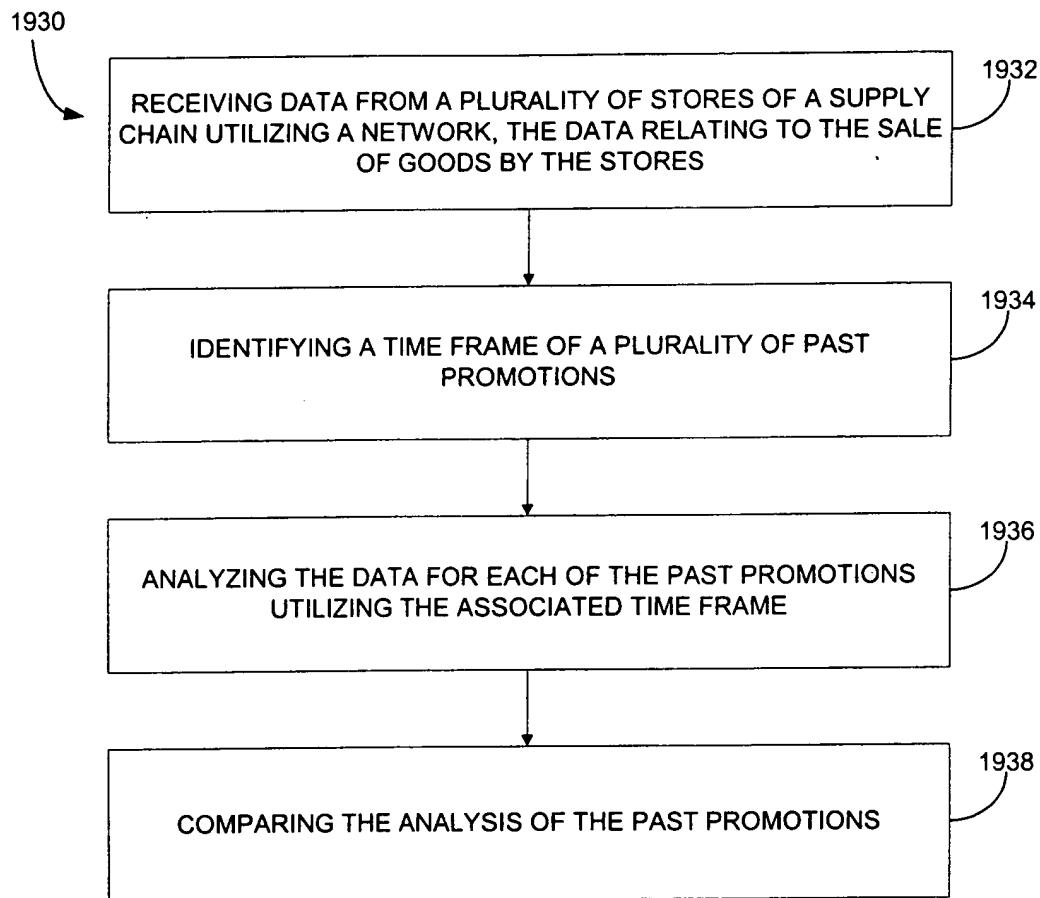


**FIG. 17**



**FIG. 18**

1930 1932 1934 1936 1938



**FIG. 19**

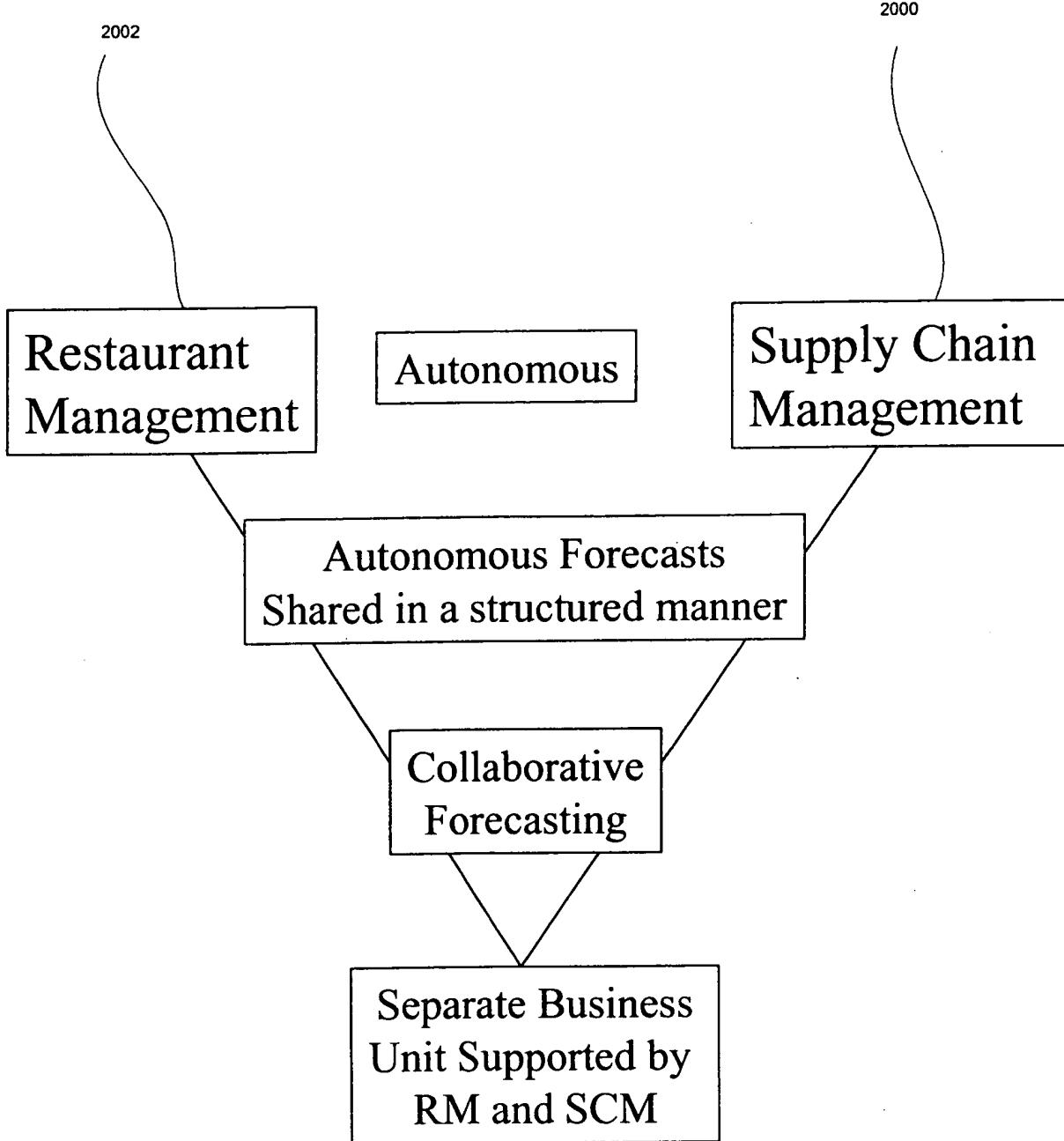
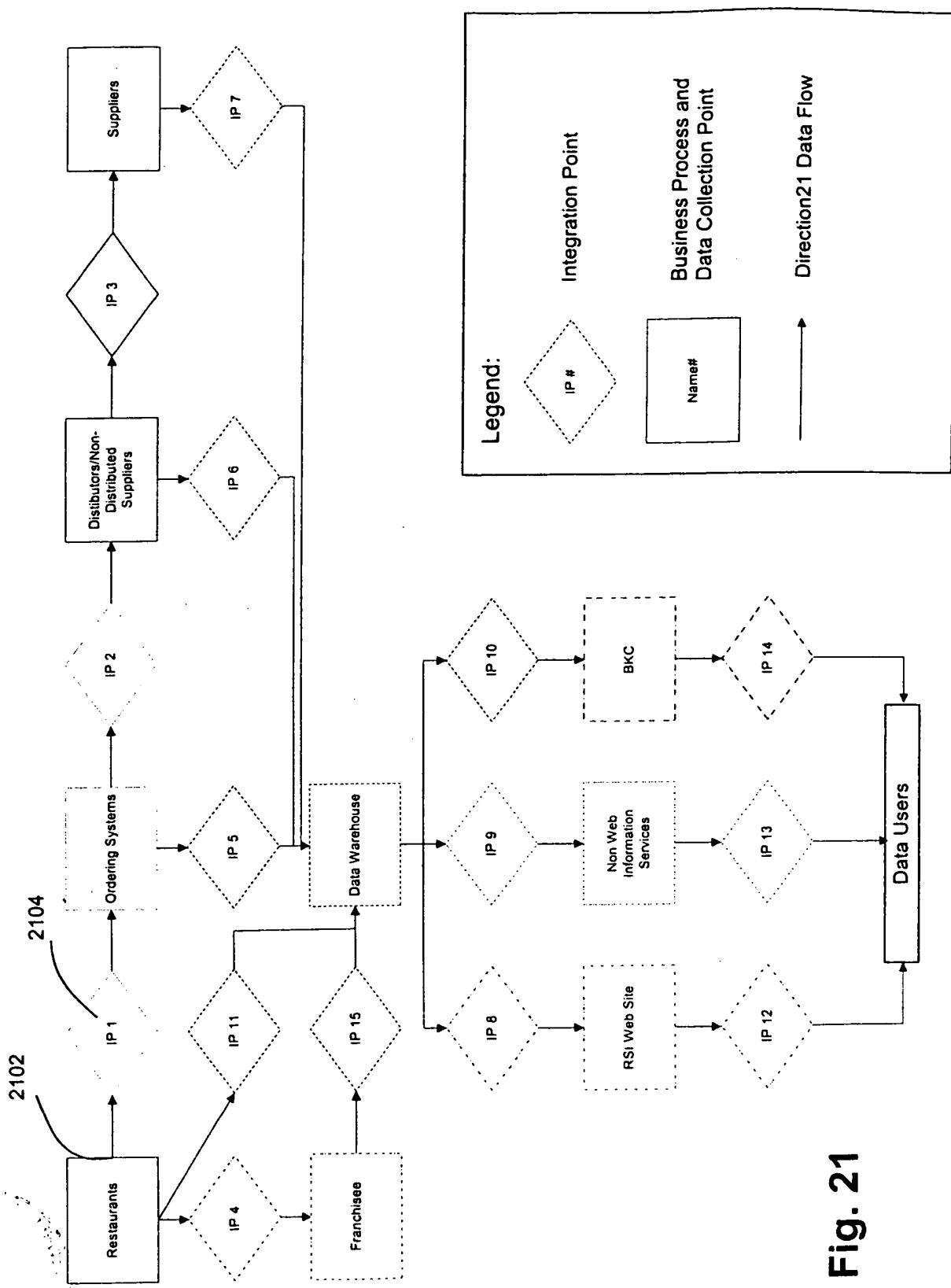


Fig. 20



**Fig. 21**

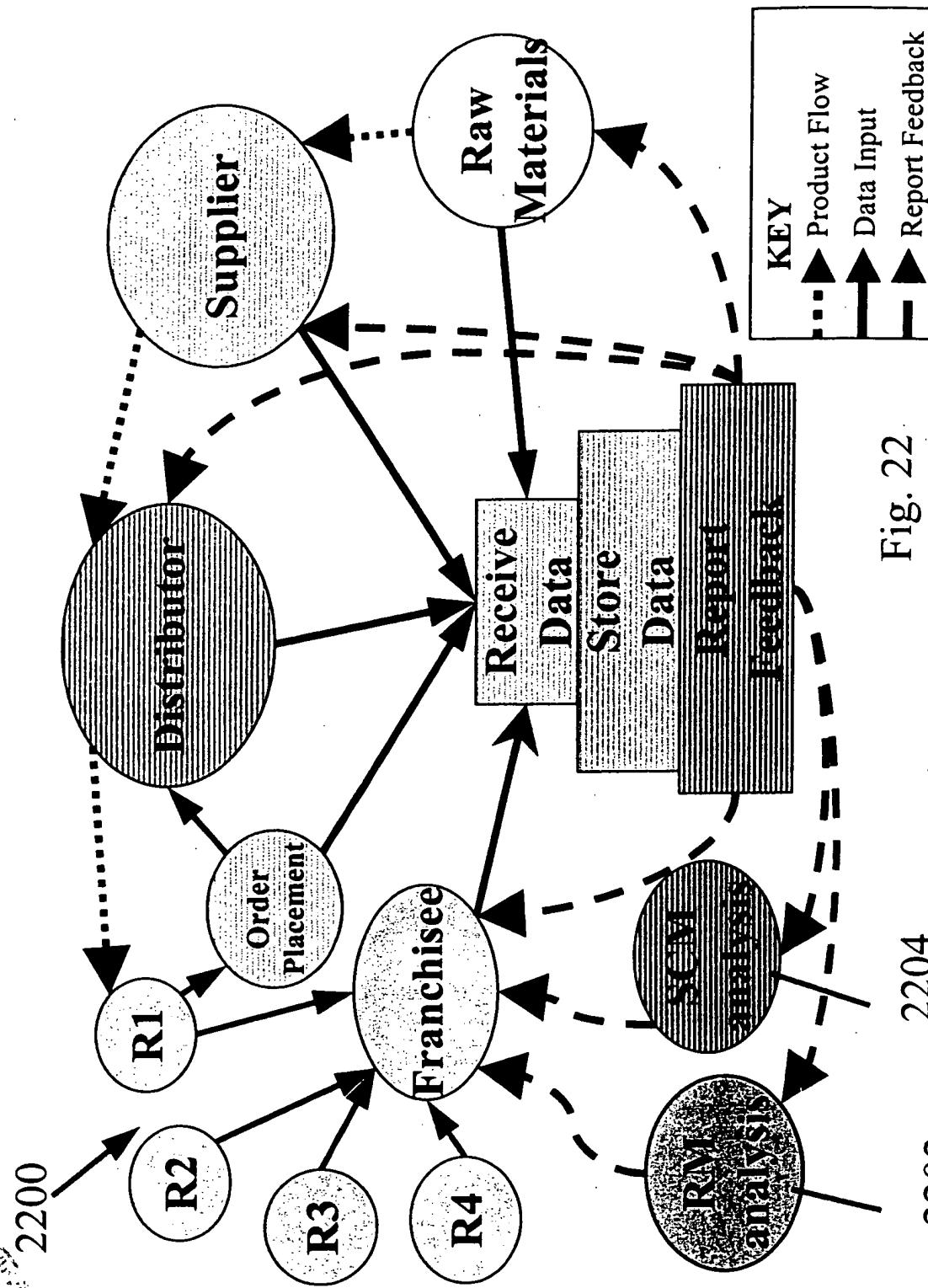
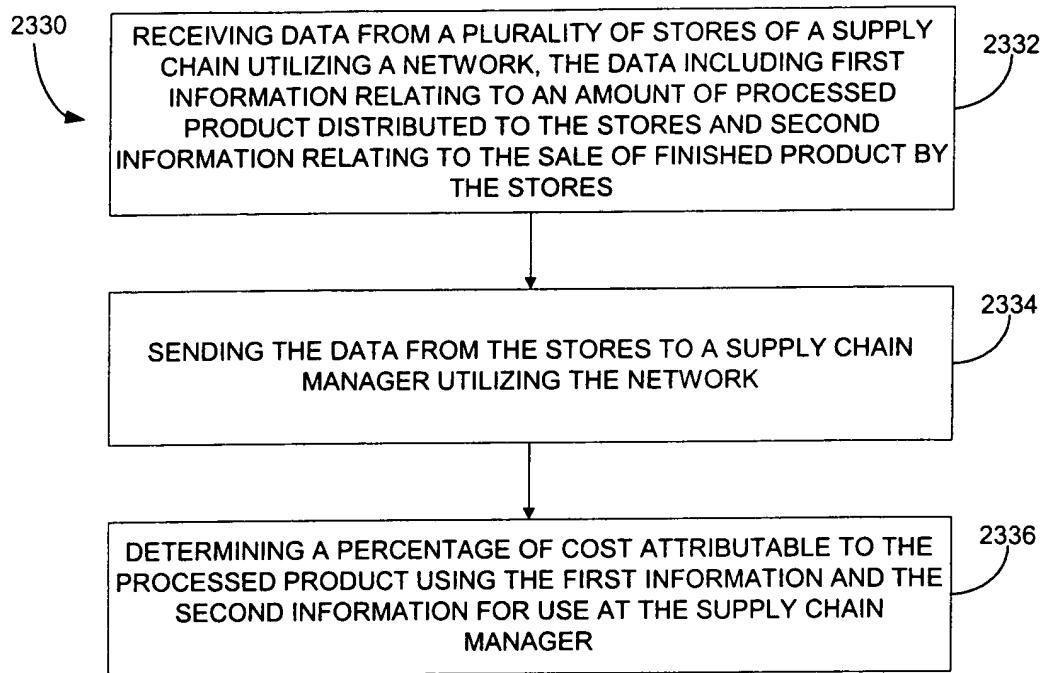
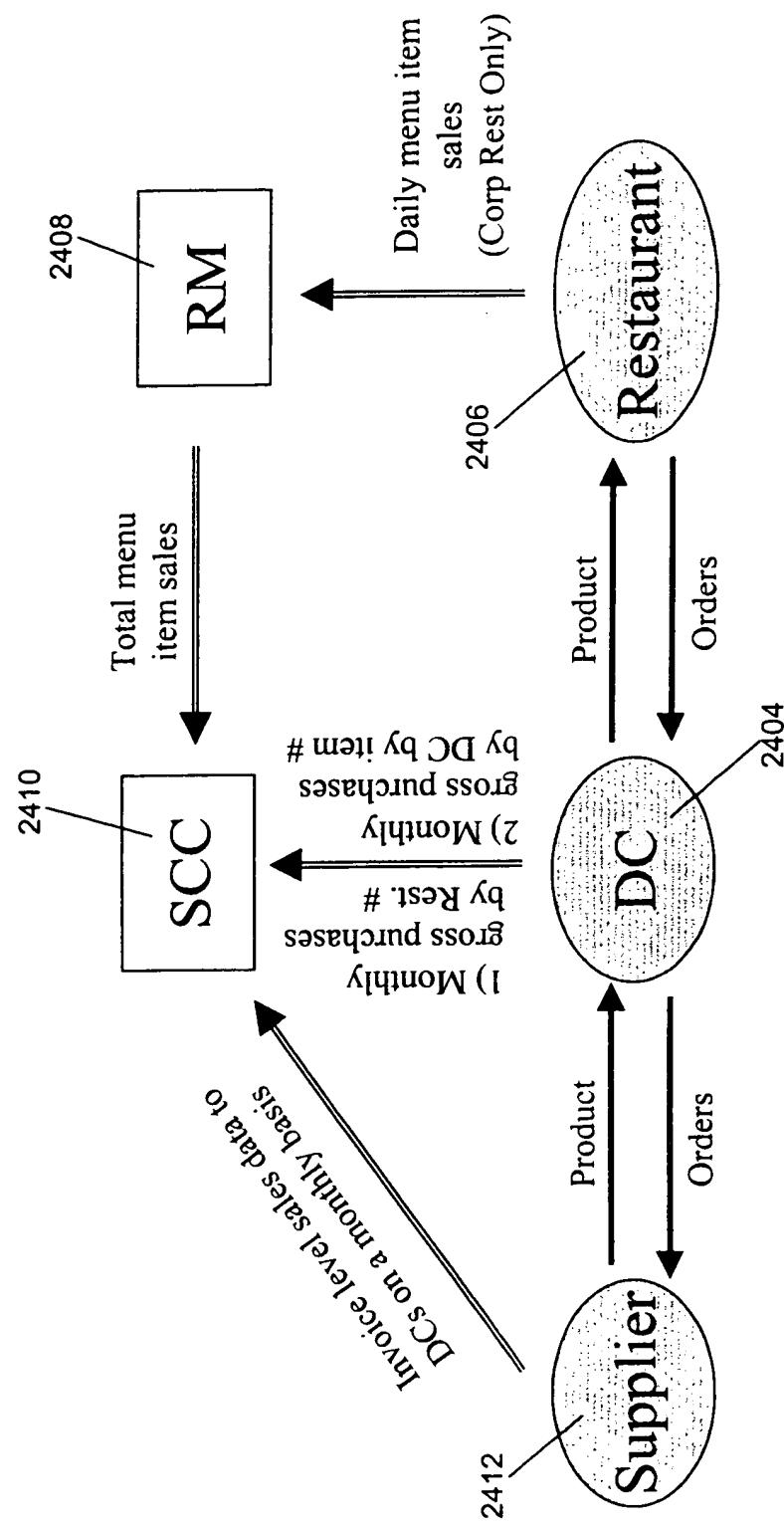


Fig. 22



**FIG. 23**

**FIG. 24**



**FIG. 25**

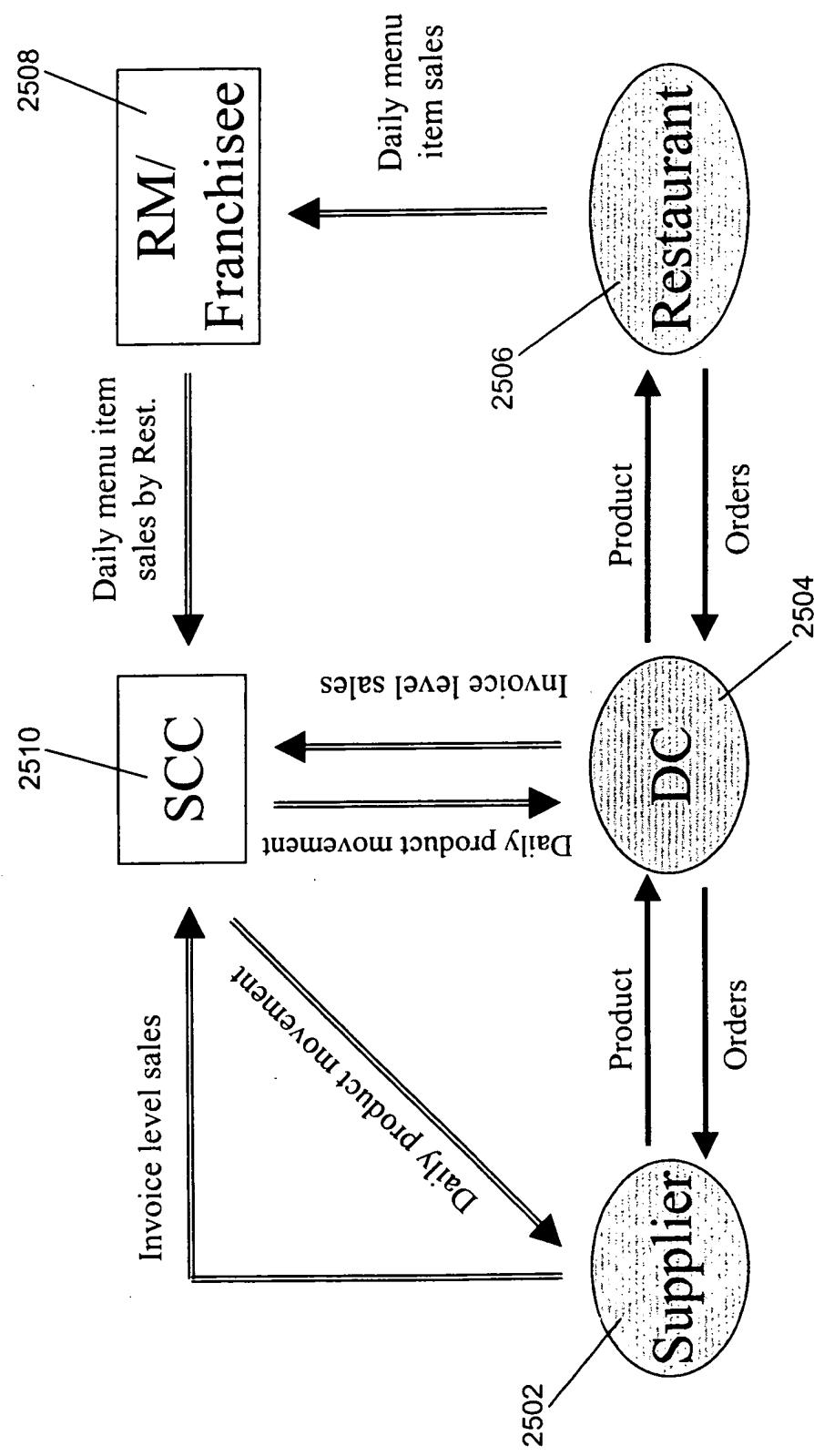


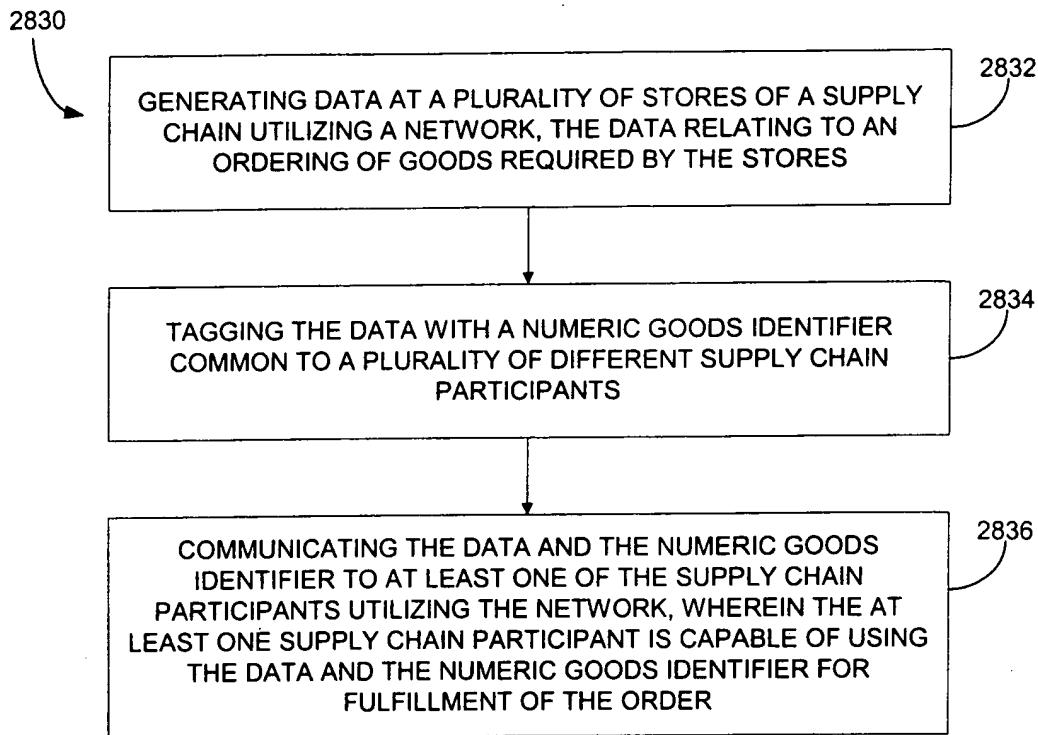
FIG. 26

2600 2602

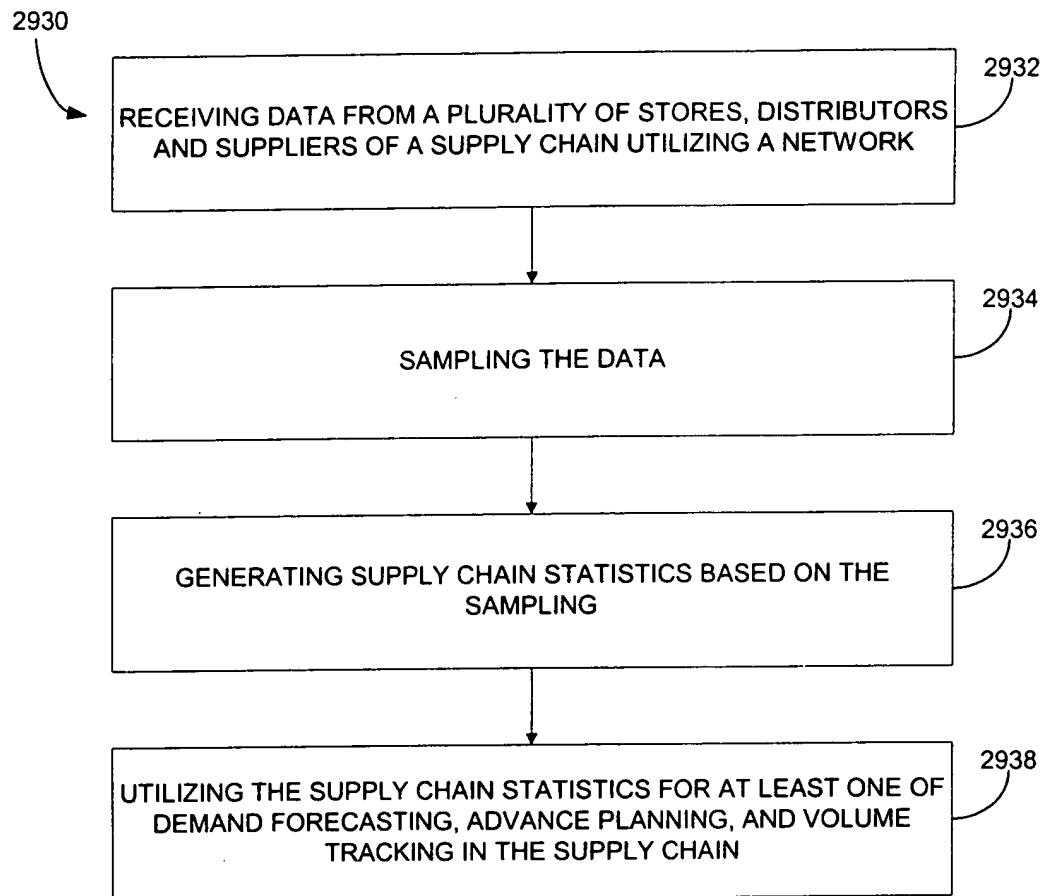
2604

FIG. 27

| Regional Monitor : System & Regional                                     |                    |          |          |          |          |          |          |          |          |          |       |
|--|--------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-------|
|  |                    | History  |          |          |          |          | Week #1  |          |          |          |       |
|  |                    | W-4      | W-3      | W-2      | W-1      | D+1      | D+2      | D+3      | D+4      | D+5      |       |
| Total Sales(\$/Store)  |                    | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888  | \$3,150  | \$3,413  | \$3,413  | \$3,675  |       |
| Key Products/units/restaurant/weekly                                     |                    |          |          |          |          |          |          |          |          |          |       |
| Category   | Segment            | Whoppers |       |
| Whopper  | WHOPPERS           | 215      | 211      | 228      | 269      | 32       | 34       | 37       | 40       | 60       | 46    |
|  | WHOPPERS W/ CHEESE | 146      | 142      | 148      | 162      | 18       | 20       | 21       | 23       | 35       | 26    |
|  | YMM WHOPPERS       | 699      | 679      | 714      | 813      | 94       | 103      | 111      | 111      | 120      | 180   |
|  | Whopper Total      | 1,060    | 1,032    | 1,090    | 1,244    | 144      | 157      | 170      | 183      | 275      | 209   |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                    |          |          |          |          |          |          |          |          |          |       |
| Whopper  | WHOPPERS           | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%     | 3.0%     | 1.0%     | 4.0%     | 11.0%    | 16.0% |
|  | WHOPPERS W/ CHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%     | 4.0%     | 1.0%     | 4.0%     | 13.0%    | 14.0% |
|  | YMM WHOPPERS       | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%     | 3.0%     | 1.0%     | 5.0%     | 16.0%    | 19.0% |
|  | Whopper Total      | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%     | 3.3%     | 1.0%     | 4.3%     | 13.3%    | 16.3% |

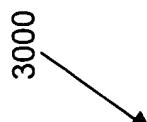


**FIG. 28**



**FIG. 29**

3000



|                         |                |
|-------------------------|----------------|
| Distribution Center:    | Alliant Topeka |
| Time Period (Month/Yr): | Jun-00         |

#### Delivery Order Fill Rate

|                      |       |
|----------------------|-------|
| Total Cases Ordered: | 65712 |
|----------------------|-------|

3002



| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases:      | 154            | 68      | 62       | 284            |                             | 568              |
| Percent:    | 0.23%          | 0.10%   | 0.09%    | 0.43%          | 0.00%                       | 0.86%            |

3004



| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases:      | 990           | 70            |             | 1060             |
| Percent:    | 1.51%         | 0.11%         | 0.00%       | 1.61%            |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations:                | 568   | 0.86%   |
| Purchasing:                | 1060  | 1.61%   |
| Grand Total:               | 1628  | 2.48%   |

Delivery Order Fill Rate: 97.52%

#### On-Time Delivery Rate

|                          |       |
|--------------------------|-------|
| Total # of Deliveries:   | 1232  |
| # of On-Time Deliveries: |       |
| On-Time Delivery Rate:   | 0.00% |

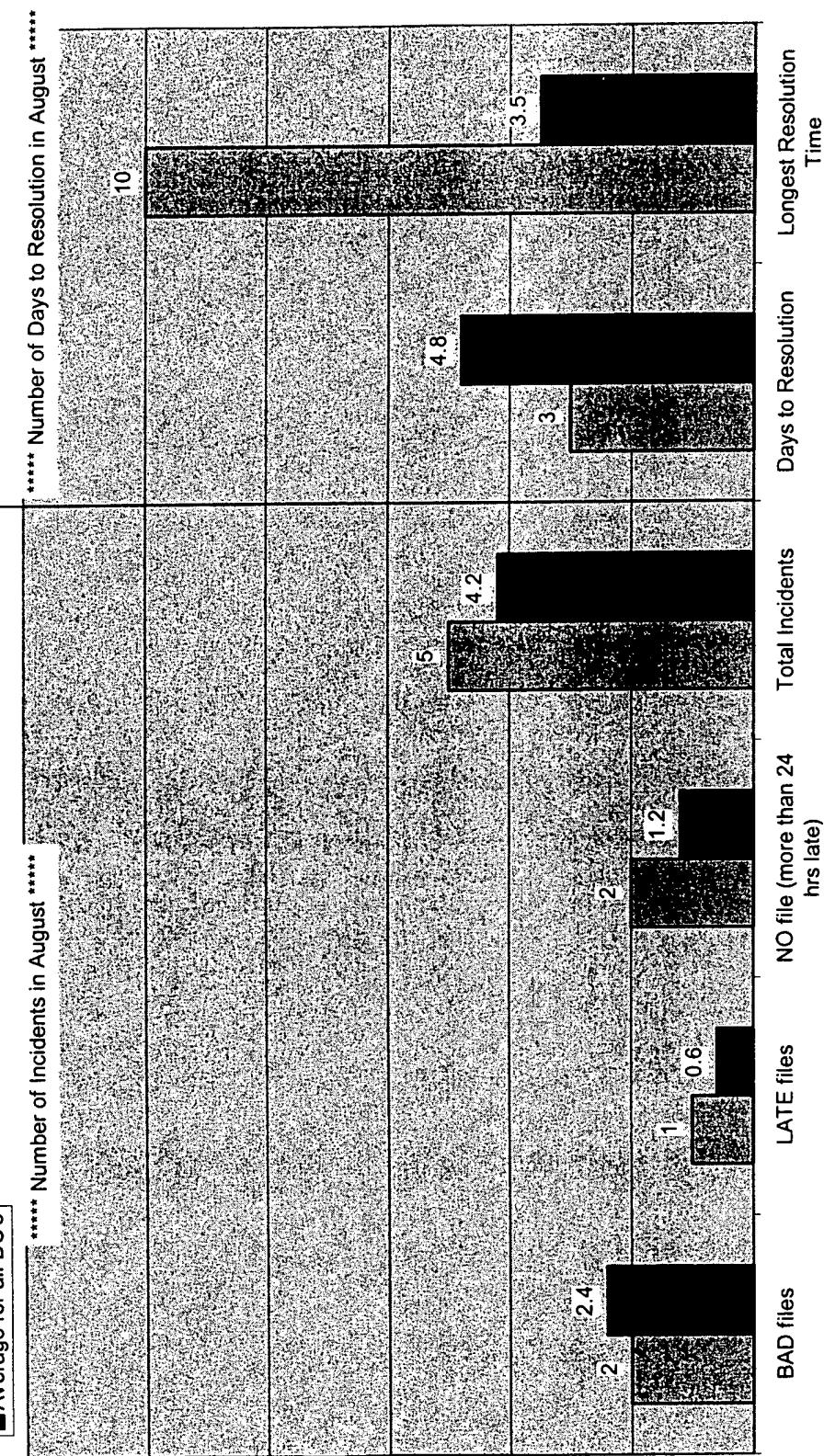
#### Perfect Order Rate

|                            |        |
|----------------------------|--------|
| Total # of Deliveries:     | 1232   |
| Total # of Perfect Orders: | 725    |
| Perfect Order Rate:        | 58.85% |

**FIG. 30**

ALLIANT ENERGY  
Alliant - Monthly DC Data Feed Performance  
August 2000  
Mock Report

■ Alliant  
■ Average for all DC's



**FIG. 31**



## Service Level Reporting

### August

3200

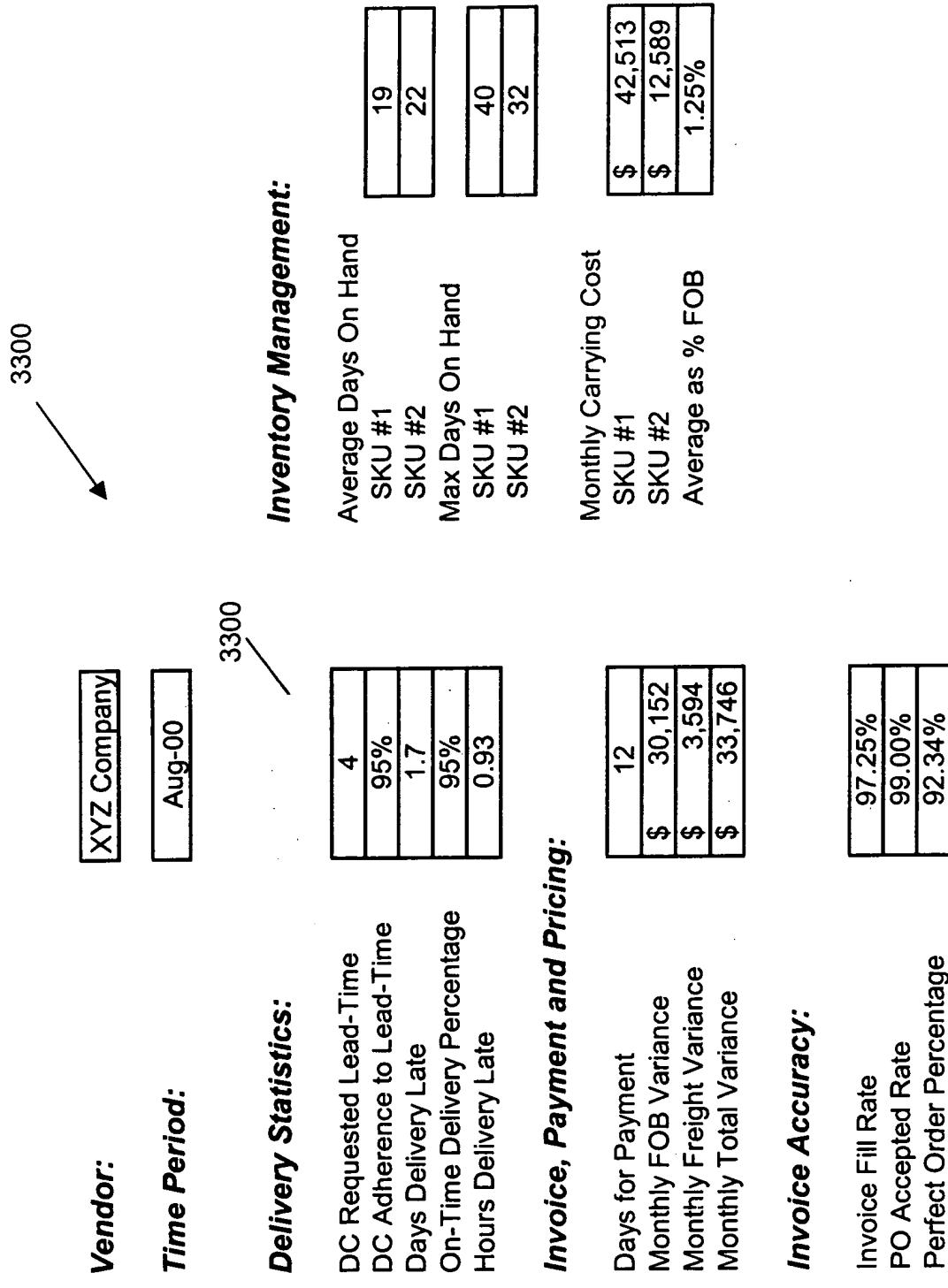
|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant Paducah        | 99.14%    |           |               |
| Alliant Topeka         | 99.05%    |           |               |
| Alliant Wixom          | 99.34%    |           | 78.70%        |
| King Atlanta           |           |           |               |
| King Jacksonville      |           |           |               |
| King Louisville        |           |           |               |
| Maines 29 Conklin      | 99.41%    |           |               |
| Maines 30 Cleveland    | 99.41%    |           |               |
| Maines Long Island     |           |           |               |
| Maines New England     |           |           | 79.83%        |
| MBM Fullerton          | 99.13%    |           | #DIV/0!       |
| MBM Lewisville         |           |           | #DIV/0!       |
| MBM Orlando            |           |           | #DIV/0!       |
| MBM Rocky Mount        | 99.13%    |           | #DIV/0!       |
| McCabe's               |           |           |               |
| McLane Lubbock         | #DIV/0!   |           | #DIV/0!       |
| Nicholas & Co.         |           |           |               |
| PFD Supply             | 99.16%    |           | #DIV/0!       |
| PFG Victoria           | 99.42%    |           | #DIV/0!       |
| PY/A/Monarch           | 99.20%    |           |               |
| Reinhart-Cedar Rapids  | 99.05%    |           |               |
| Reinhart-Oak Creek     | 99.31%    |           |               |
| Reinhart-Rogers        |           |           |               |
| Restaurants NW         | 99.03%    |           | 80.72%        |
| Shamrock Commerce City |           |           |               |
| Shamrock Phoenix       |           |           | 85.39%        |
| Sigma Harrisburg       | 98.81%    |           |               |
| Sigma Stockton         |           |           |               |
| Sysco                  |           |           |               |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50%    | 90.00%    | 78.00%        |
| RSI Min | 99.50%    | 90.00%    | 80.00%        |

|                      |  |  |
|----------------------|--|--|
| OK                   |  |  |
| Didn't meet RSI Min. |  |  |

FIG. 32

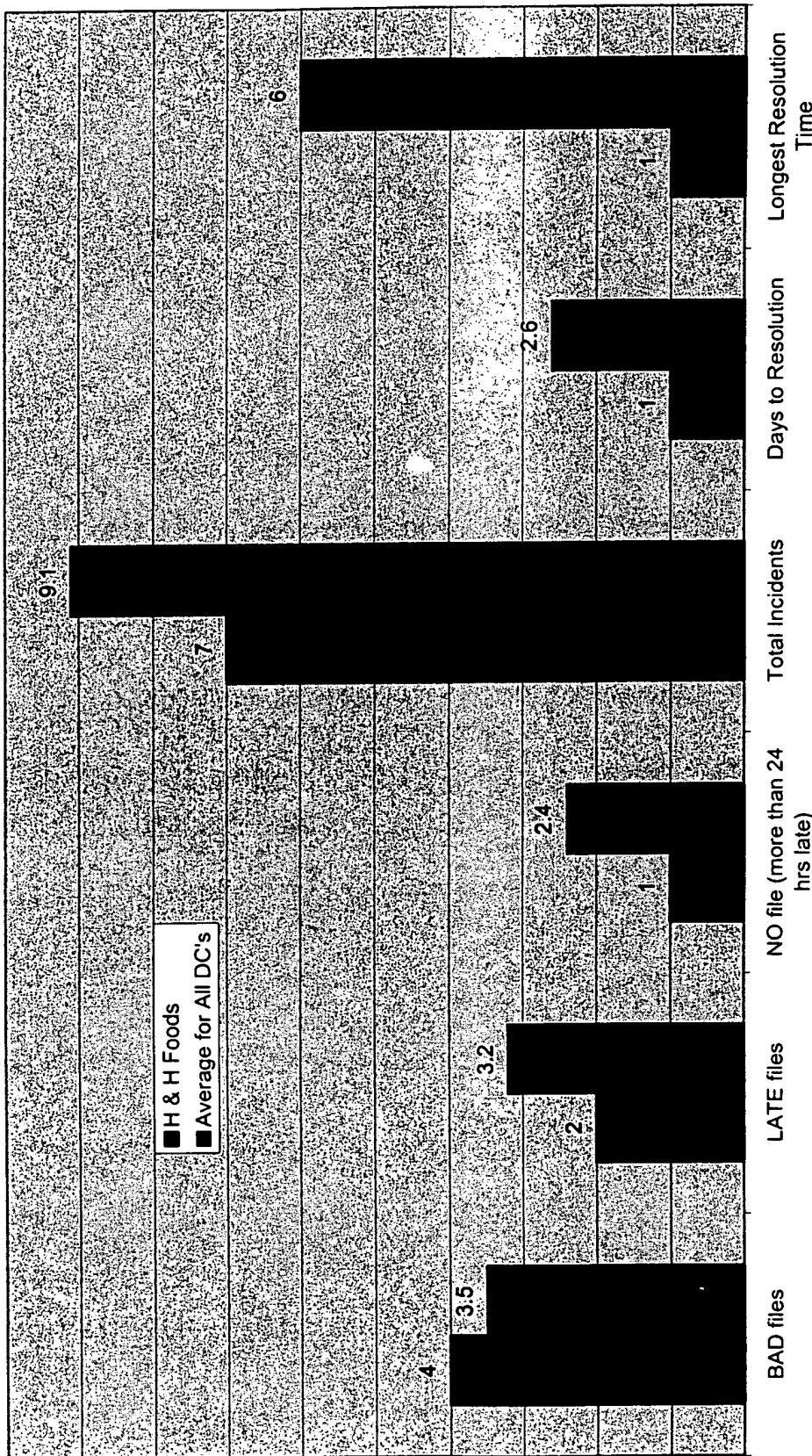
# FIG. 33



# FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →



**FIG. 35**

**Service Level Reporting  
November - Mock Report**

|                                 | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES                         |                             |                             |                                   |
| COMARK INSTRUMENTS INC          |                             |                             |                                   |
| WHITEFORD FOODS INC             |                             |                             |                                   |
| LEPAGE BAKERY / COUNTRY KITCHEN |                             |                             |                                   |
| NCR-SYSTEMEDIA                  |                             |                             |                                   |
| SIGNATURE MEATS GROUP           |                             |                             |                                   |
| SCHWEBEL'S BAKING CO            |                             |                             |                                   |
| MAUI CUP                        |                             |                             |                                   |
| MIRA PLASTICS                   |                             |                             |                                   |
| DIXIE PRODUCE & PACKAGING       |                             |                             |                                   |
| NOR-LAKE INC                    |                             |                             |                                   |
| FORT JAMES OPERATING COMPANY    |                             |                             |                                   |
| FRESH ADVANTAGE INC             |                             |                             |                                   |
| SILVER KING MN CORP             |                             |                             |                                   |
| TYSON FOODS                     |                             |                             |                                   |
| READY ACCESS                    |                             |                             |                                   |
| GEORGIA PACIFIC TISSUE          |                             |                             |                                   |
| COUGHERTY PACKING               |                             |                             |                                   |
| BEVERAGE AIR                    |                             |                             |                                   |
| COMPONENT HARDWARE GROUP INC    |                             |                             |                                   |
| COCA-COLA USA                   |                             |                             |                                   |
| TOASTMASTER                     |                             |                             |                                   |
| GRANT COUNTY FOODS              |                             |                             |                                   |
| FRESH EXPRESS                   |                             |                             |                                   |
| TAYLOR FARMS                    |                             |                             |                                   |
| MODULAR DISPENSING SYSTEMS      |                             |                             |                                   |
| CENTURY PRODUCTS LLC            |                             |                             |                                   |
| ROSE PACKING COMPANY            |                             |                             |                                   |

|         | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00                  | 92.00%                      | 3.00%                             |

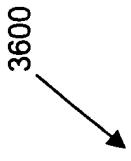
|    |                      |
|----|----------------------|
| OK | Didn't meet RSI Min. |
|----|----------------------|



3500

## Mock Report/1

3600

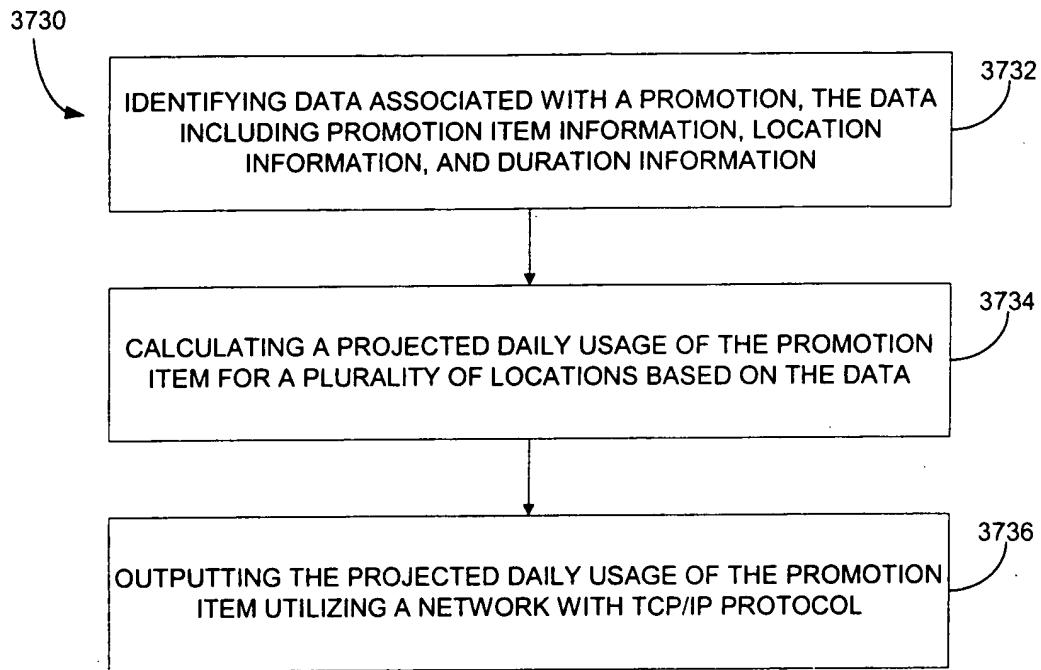


|  | FY 01      | Oct-00   | Nov-00   | Dec-00   | Jan-01   | Feb-01   | Mar-01   | Apr-01   | May-01   |
|--|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Food Cost Index</b>                         |            |          |          |          |          |          |          |          |          |
| Plan   | 99.75      | 99.69    | 99.20    | 98.63    | 100.33   | 100.49   | 101.12   | 100.44   | 99.92    |
| Actual   |            | 99.10    | 98.90    |          |          |          |          |          |          |
| Variance                                       |            |          |          |          |          |          |          |          |          |
| Good/(Bad)                                     |            | 0.59     | 0.30     |          |          |          |          |          |          |
| <b>Total Dollar Purchases (in Millions) /2</b> |            |          |          |          |          |          |          |          |          |
| Plan   | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual   |            | \$182.84 | \$182.08 |          |          |          |          |          |          |
| Variance                                       |            |          |          |          |          |          |          |          |          |
| Good/(Bad)                                     |            | \$1.14   | \$0.65   |          |          |          |          |          |          |
|  |            | 0.6%     | 0.4%     |          |          |          |          |          |          |

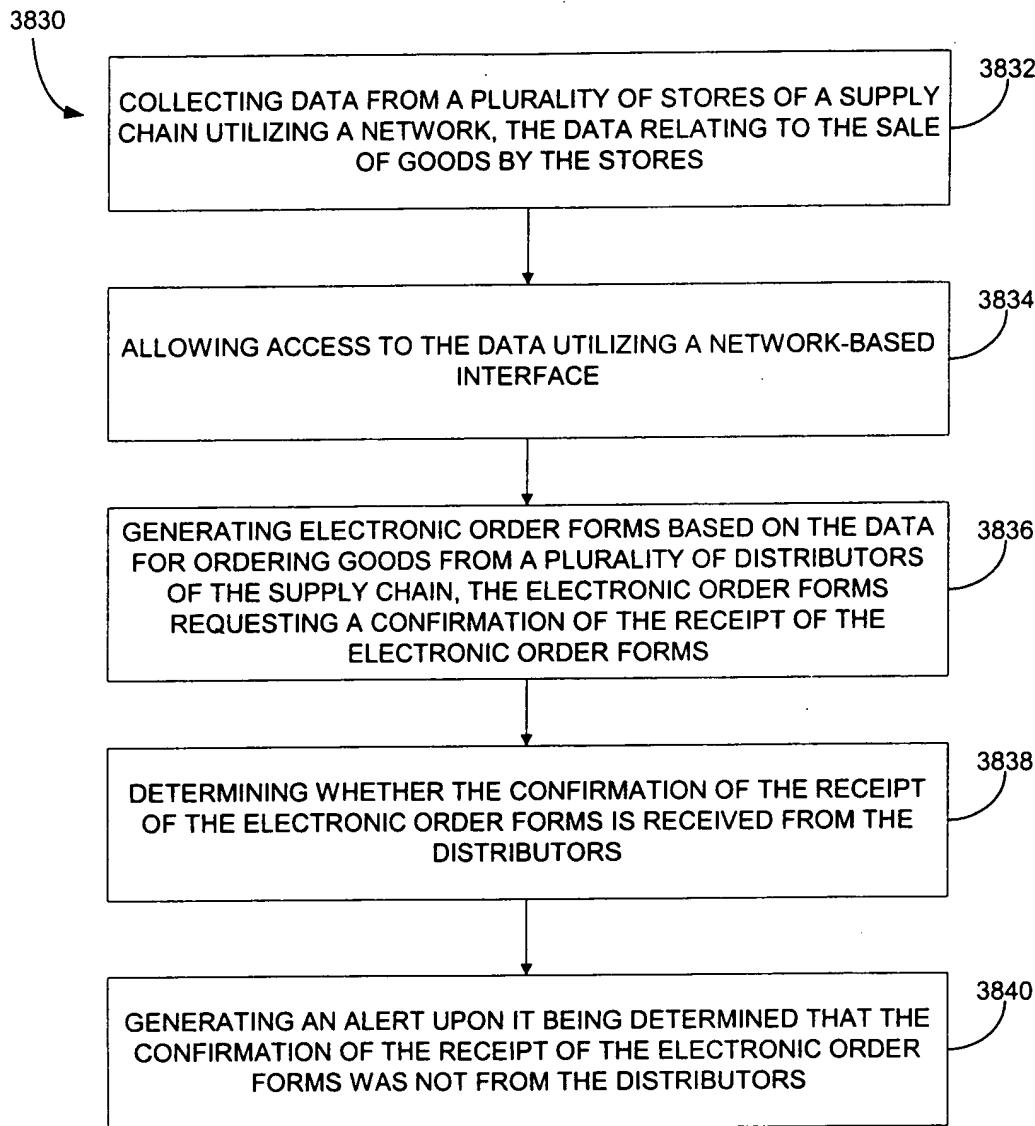
<sup>1</sup> Includes on food cost index items.

<sup>2</sup> Based on FY 99 Sales Volumes

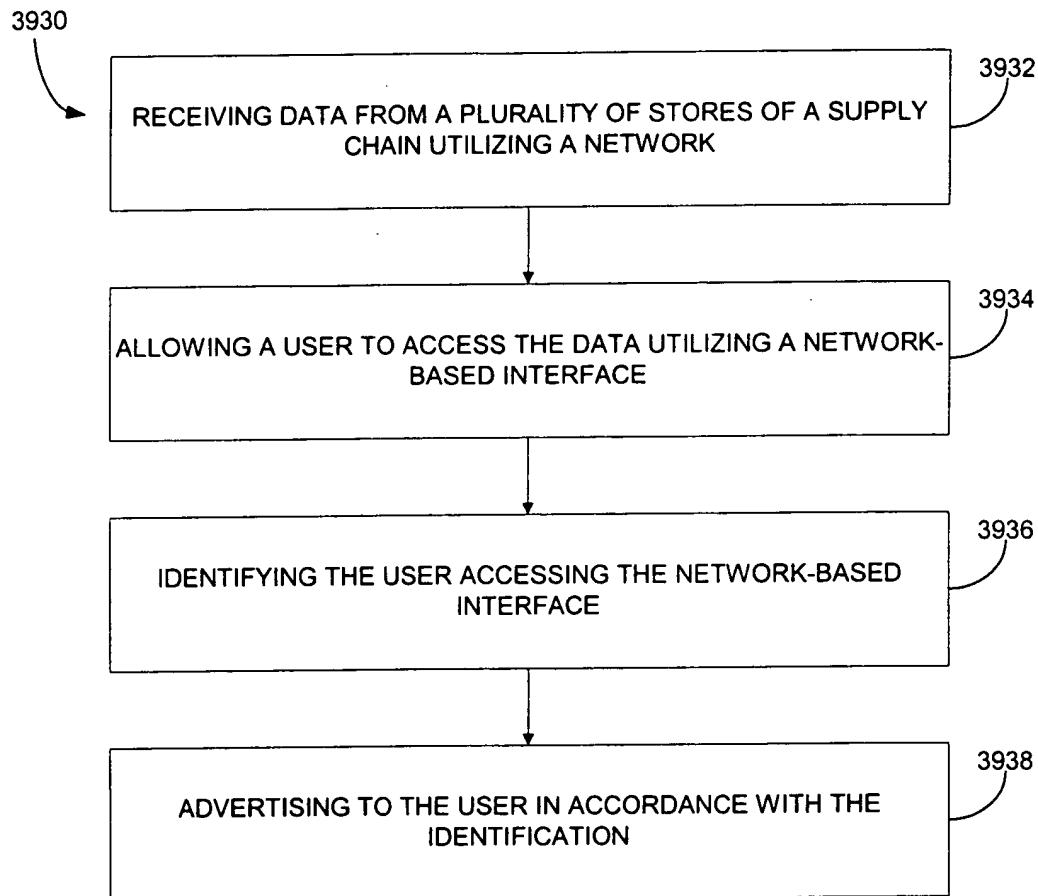
## FIG. 36



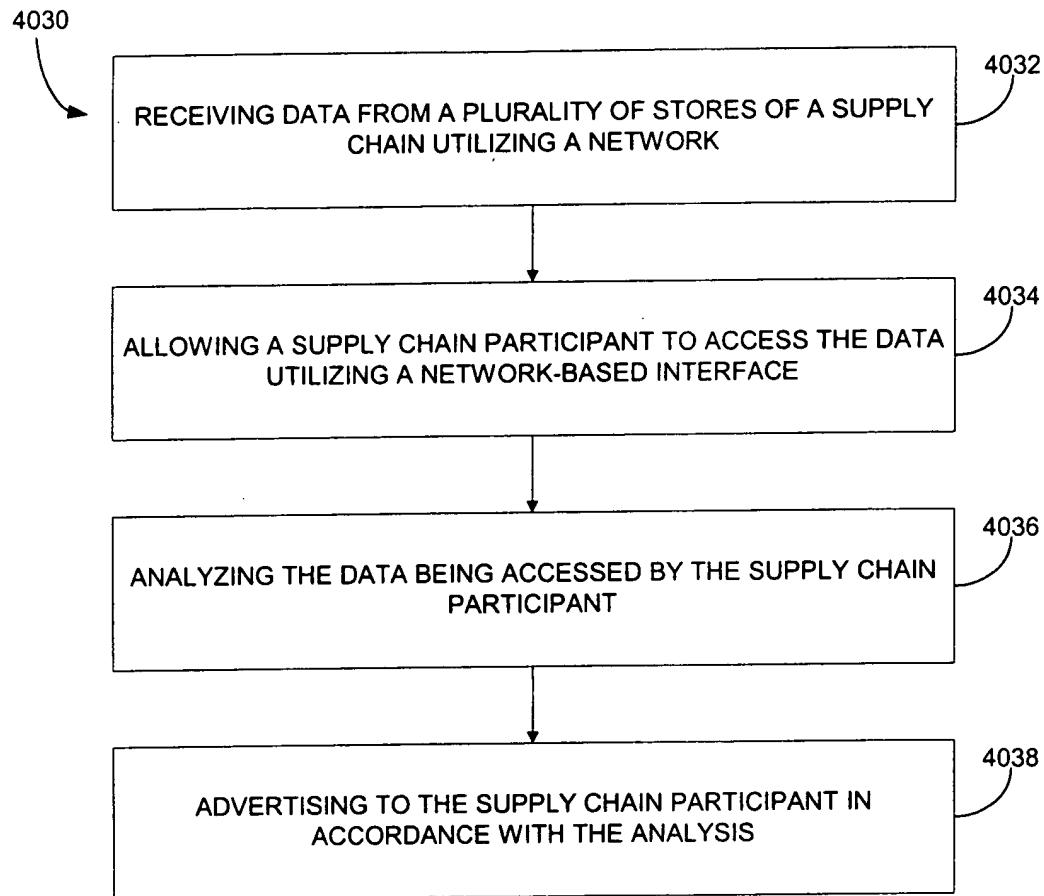
**FIG. 37**



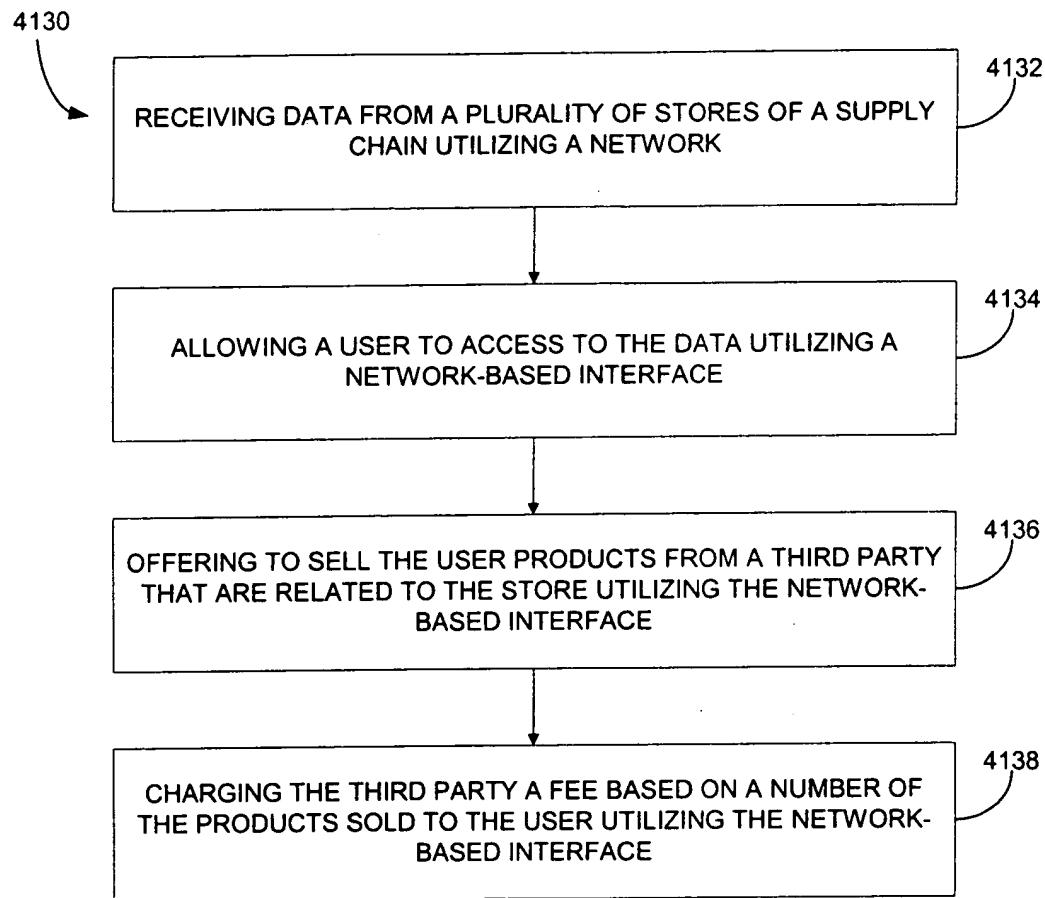
**FIG. 38**



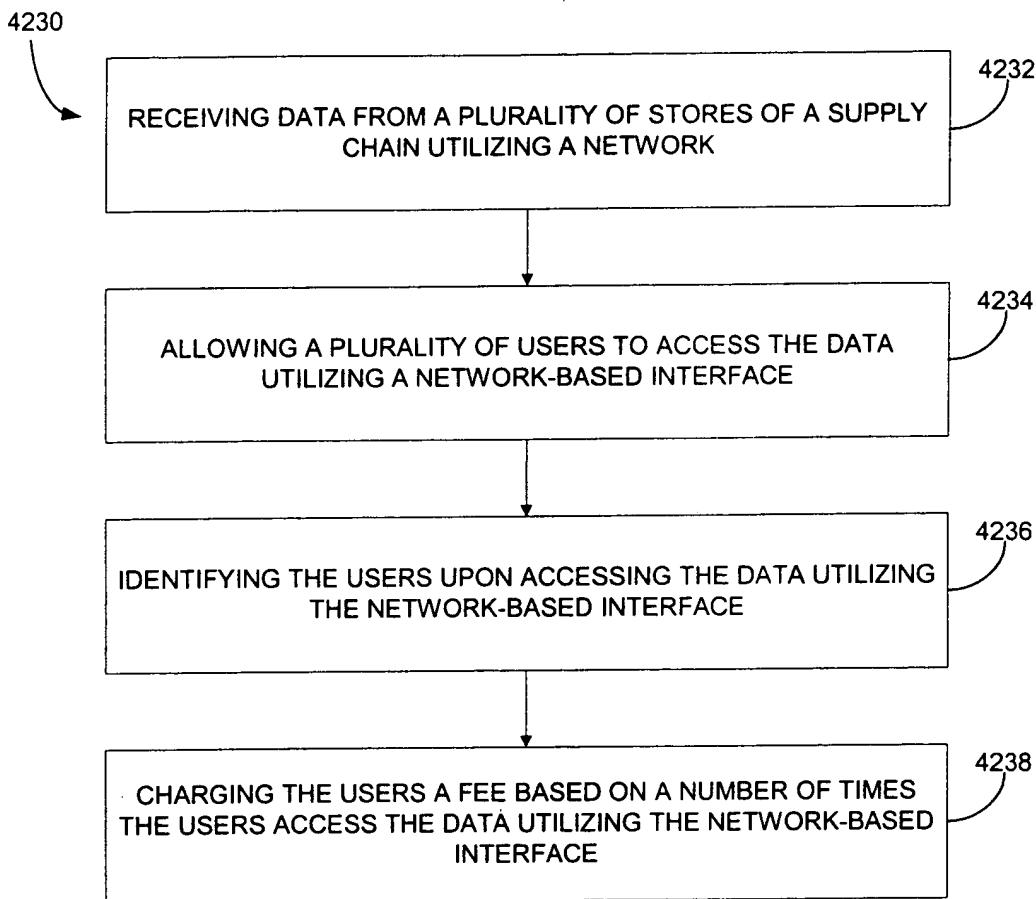
**FIG. 39**



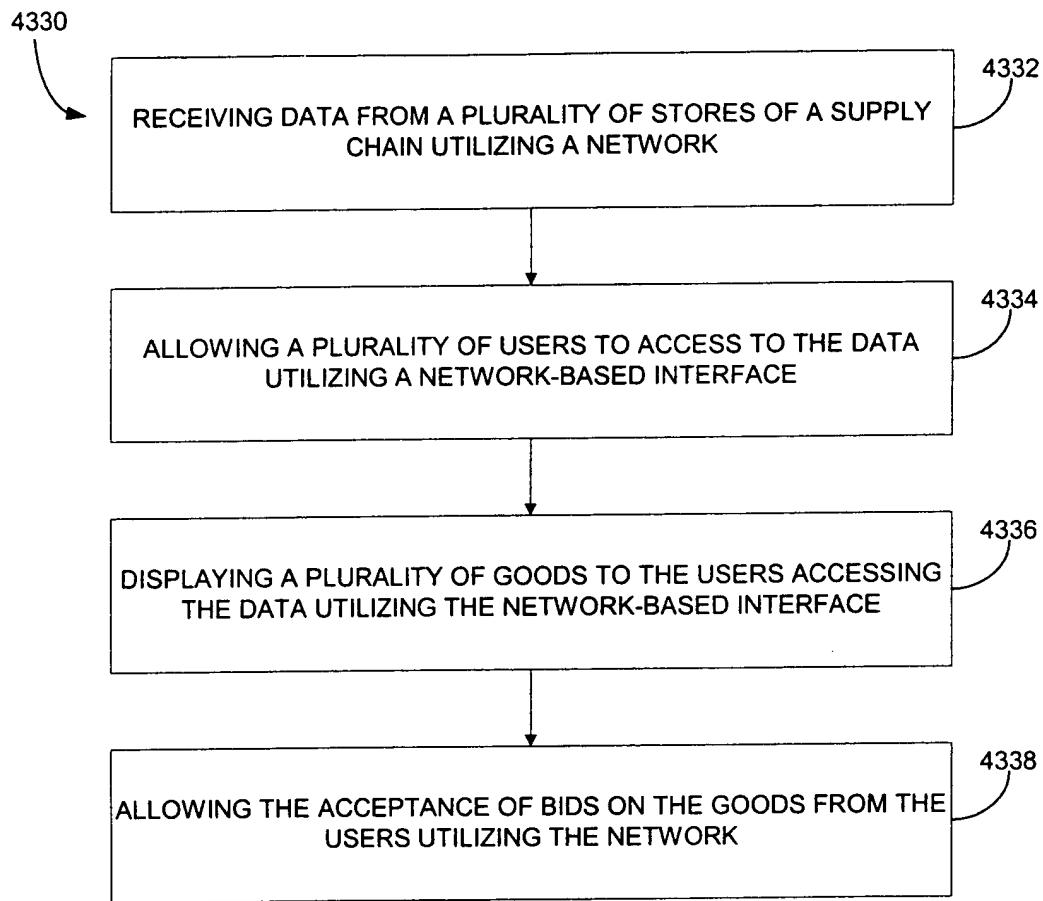
**FIG. 40**



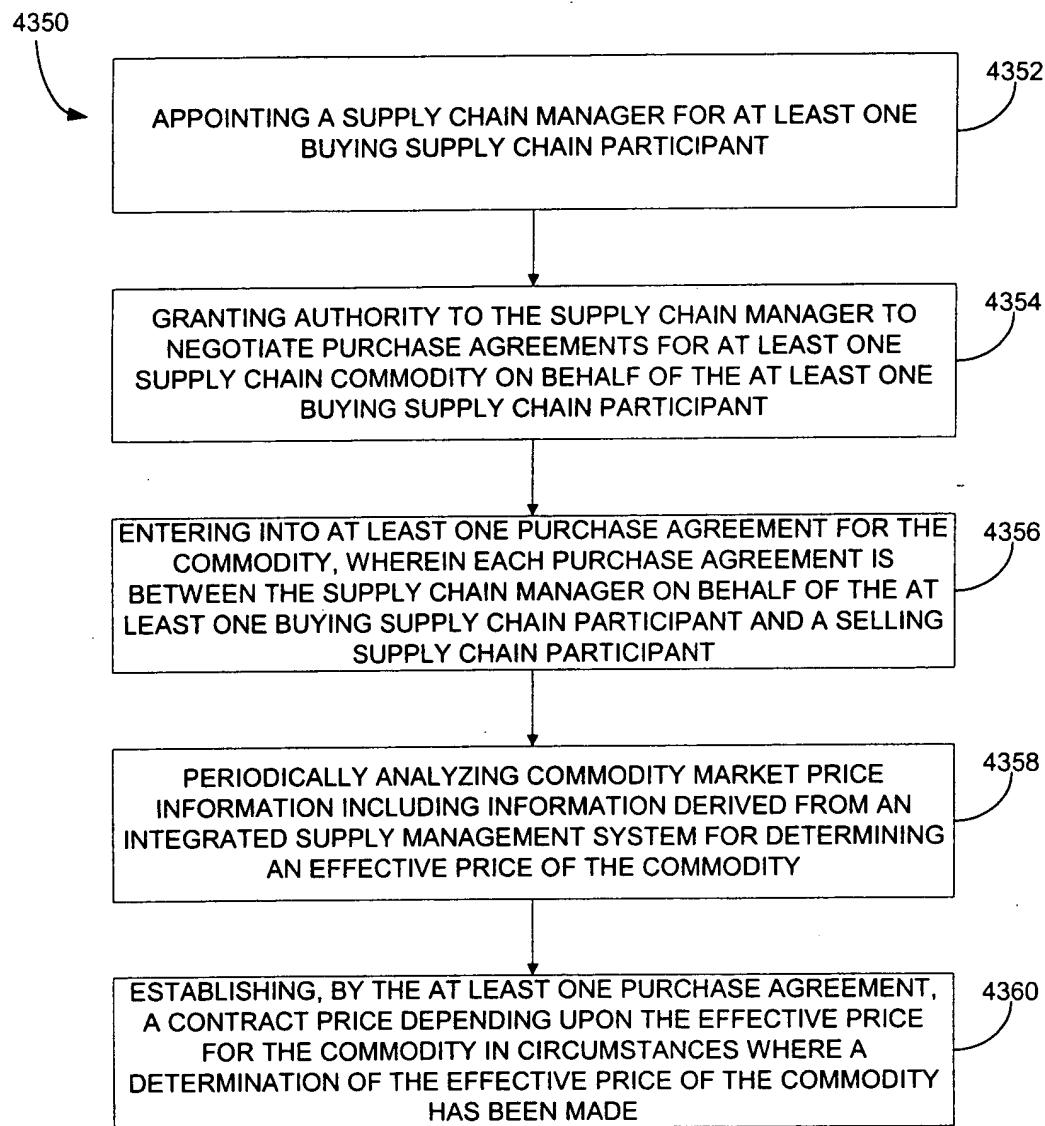
**FIG. 41**



**FIG. 42**

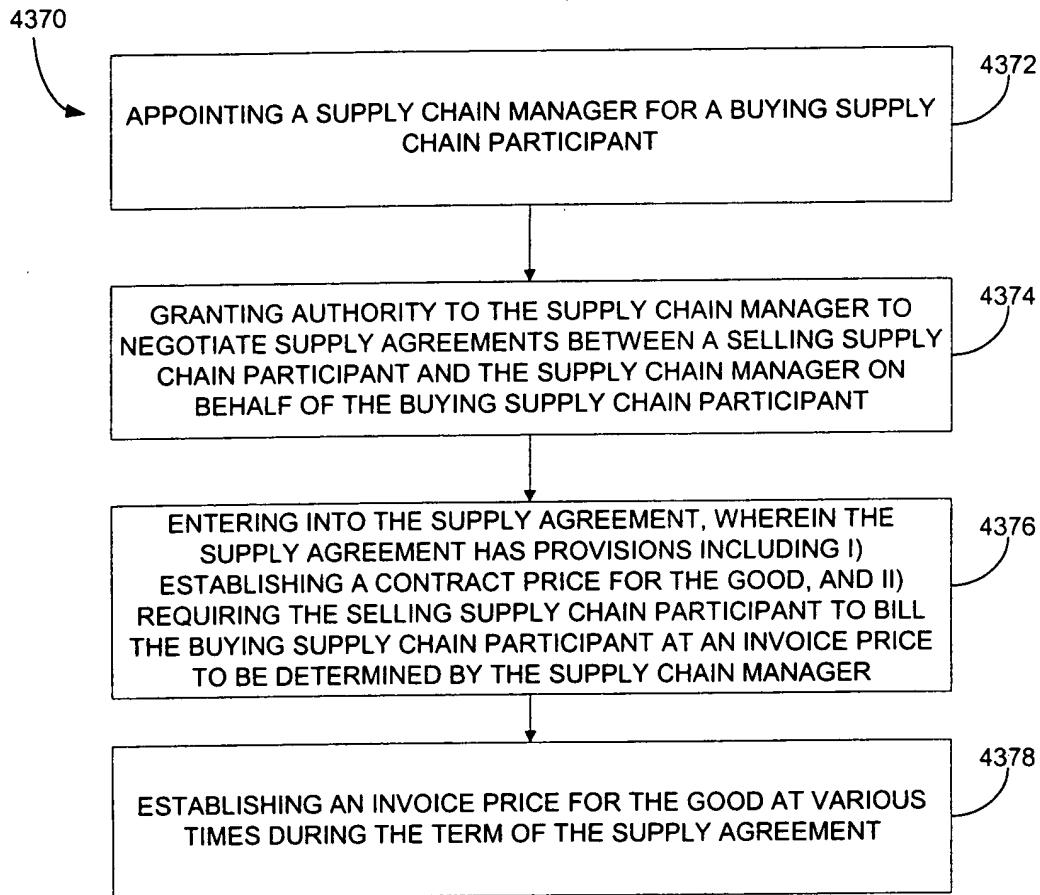


**FIG. 43A**

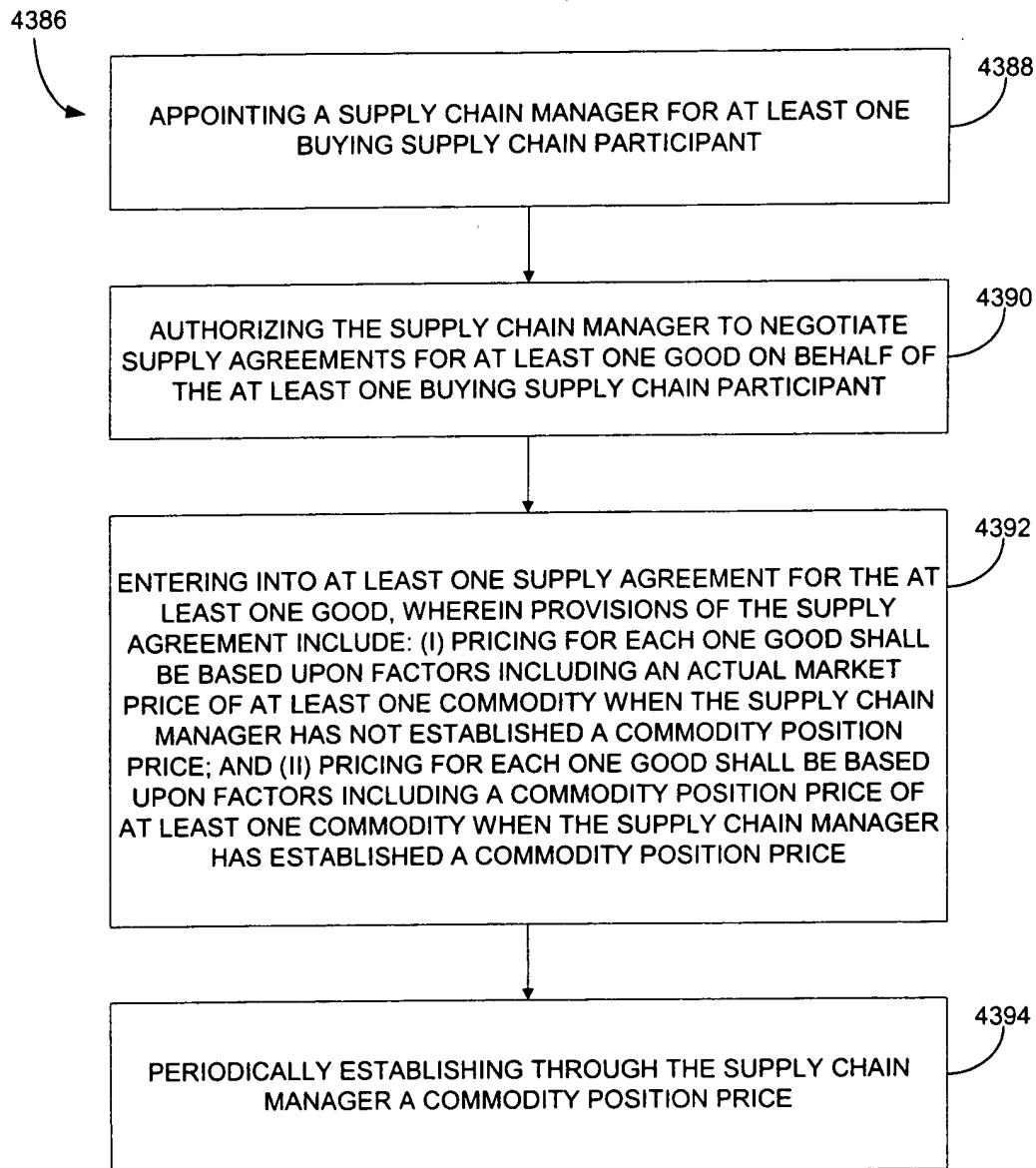


**FIG. 43B**

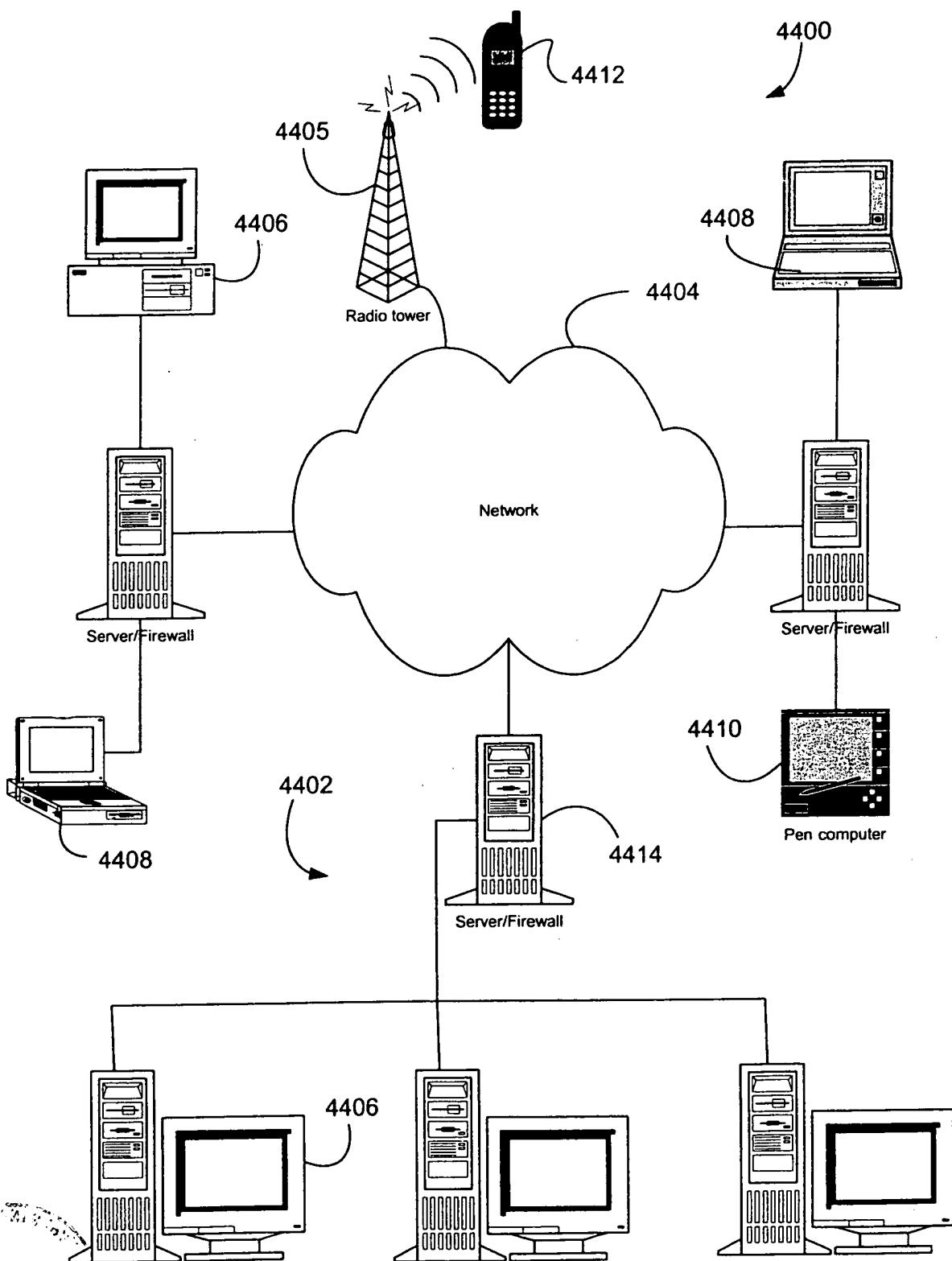
00000000000000000000000000000000



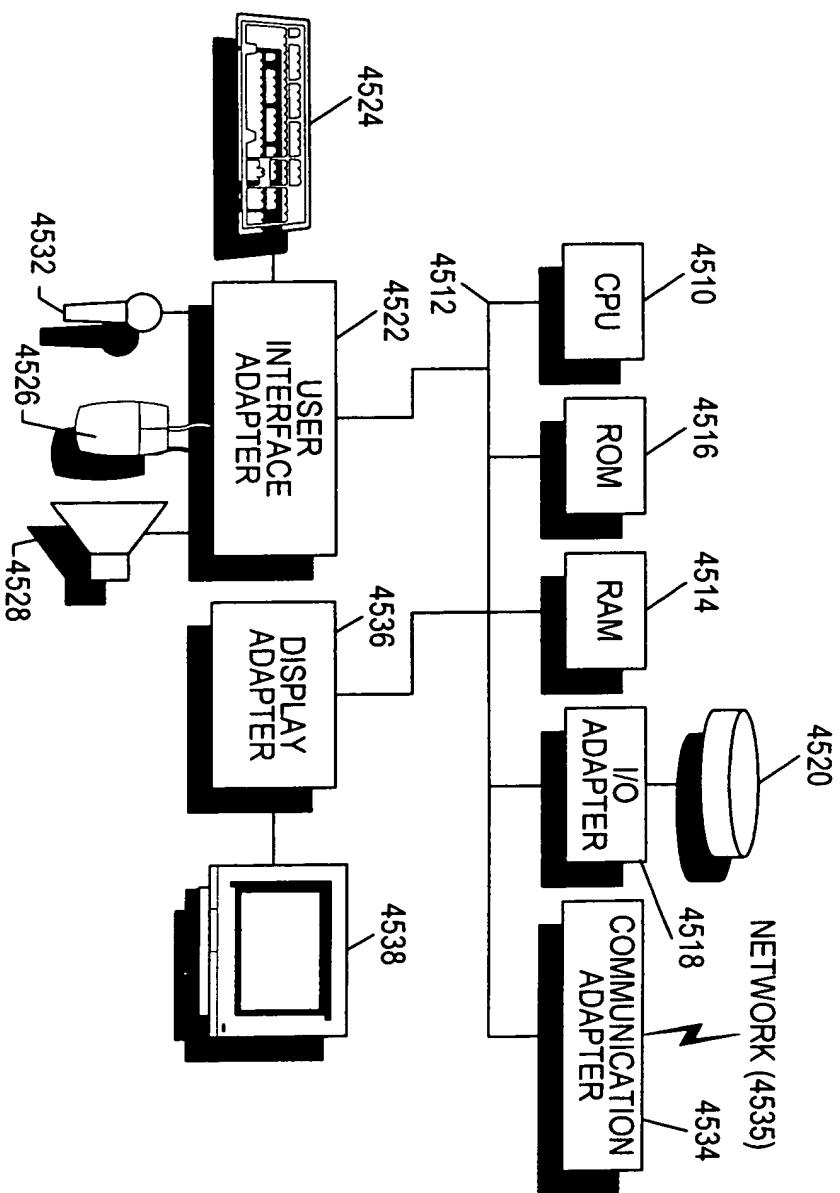
**FIG. 43C**



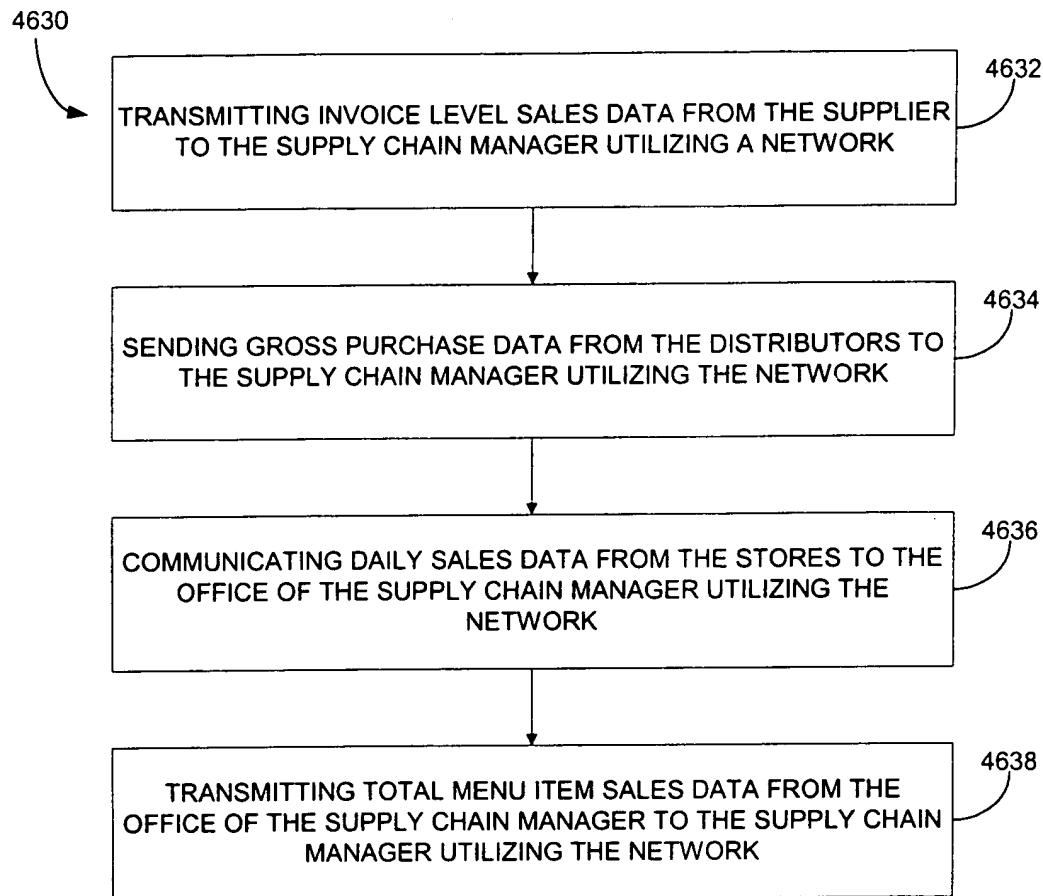
**FIG. 43D**



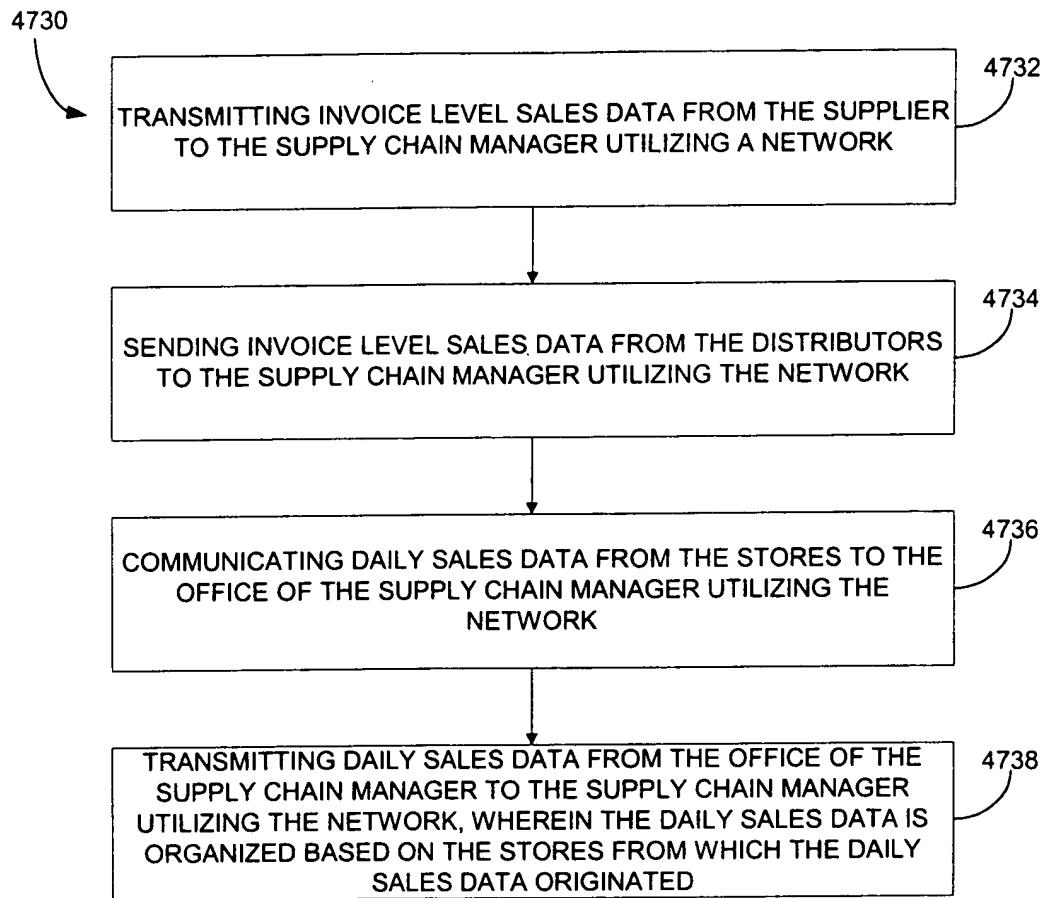
**FIG. 44**



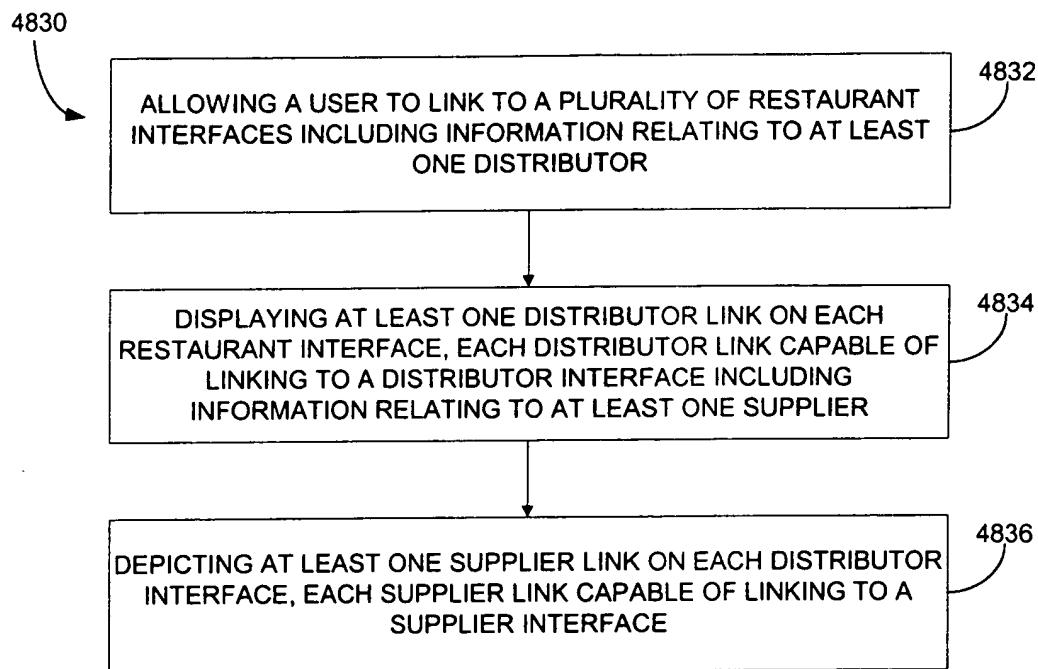
**FIG. 45**



**FIG. 46**



**FIG. 47**



**FIG. 48**

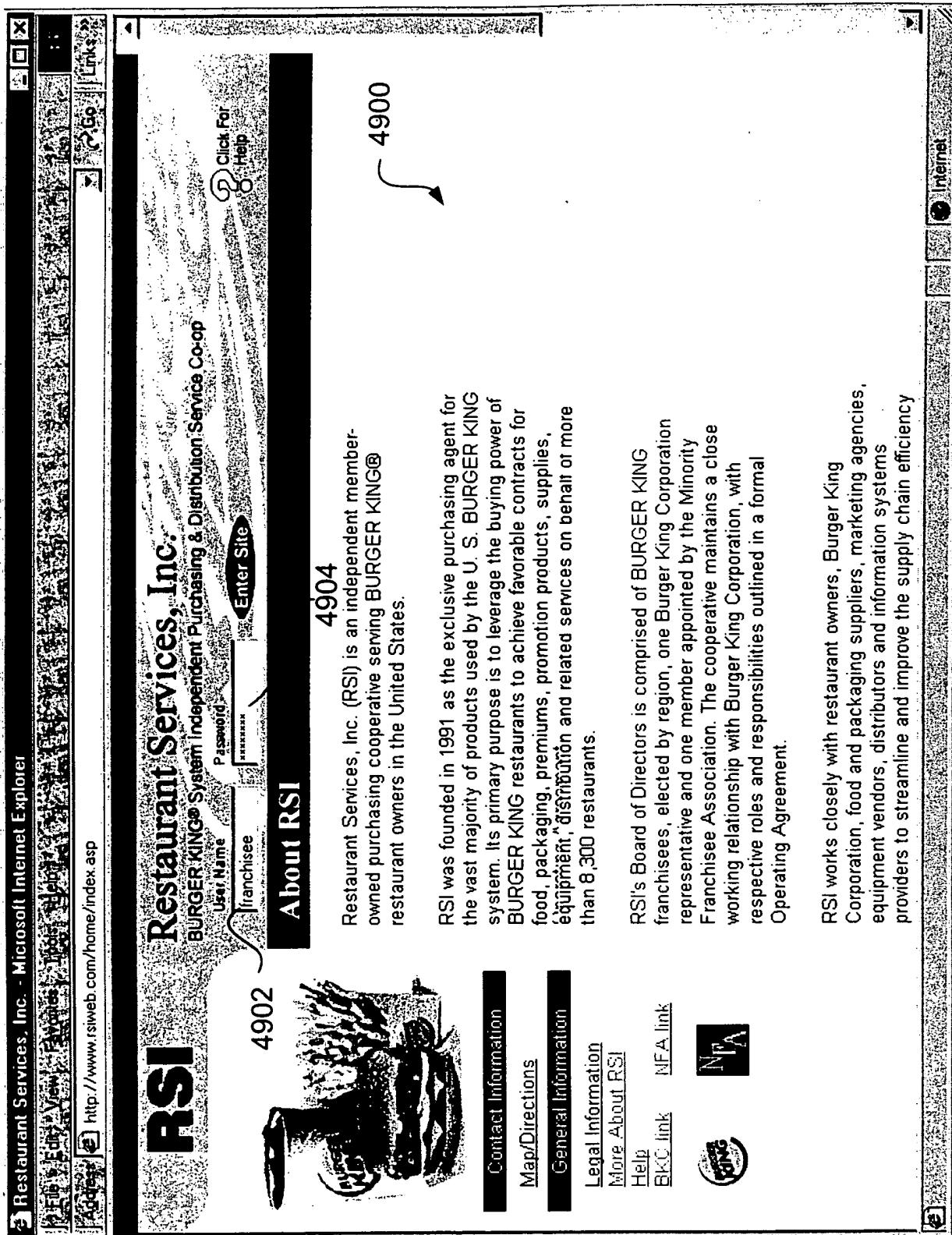


FIG. 49

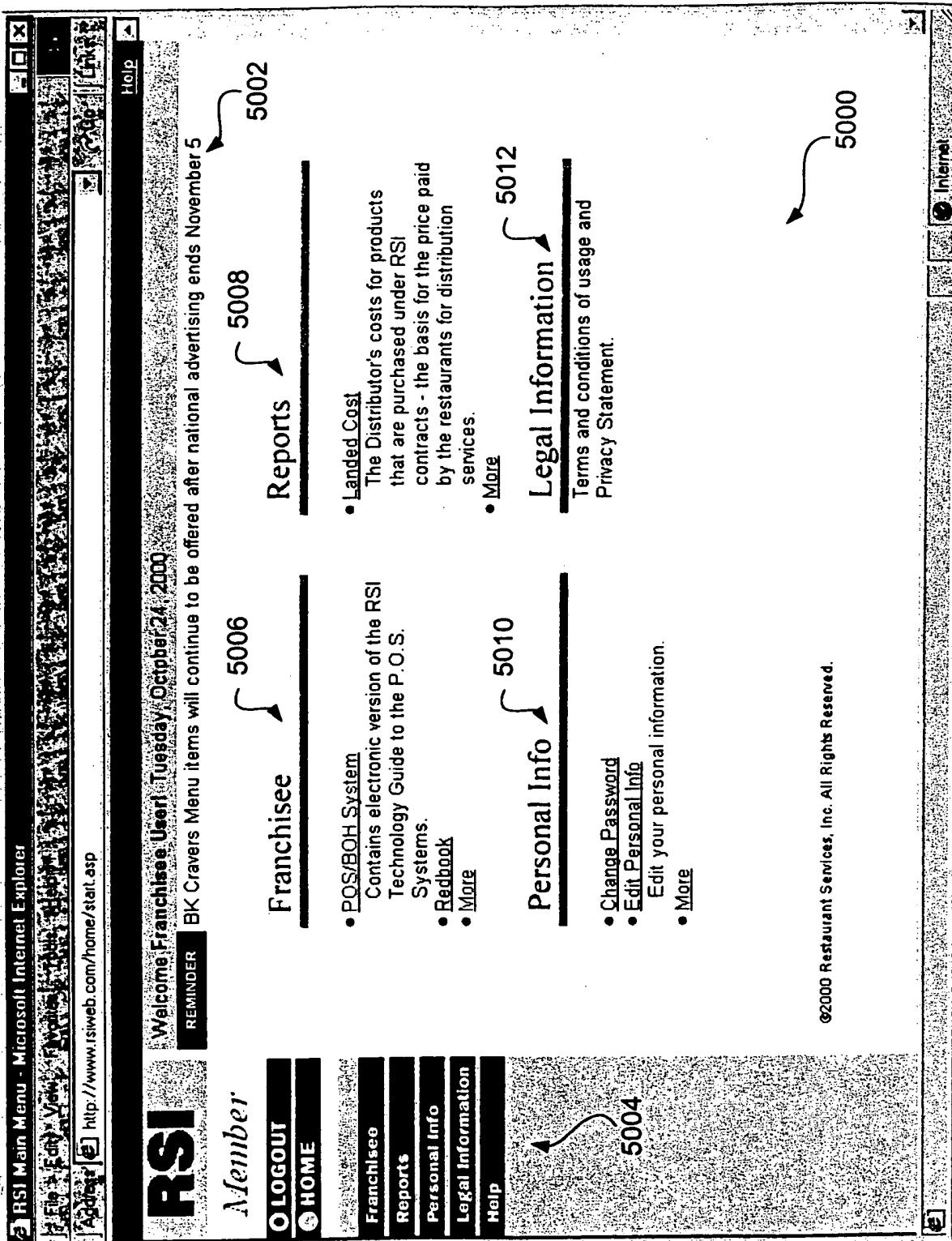


FIG. 50

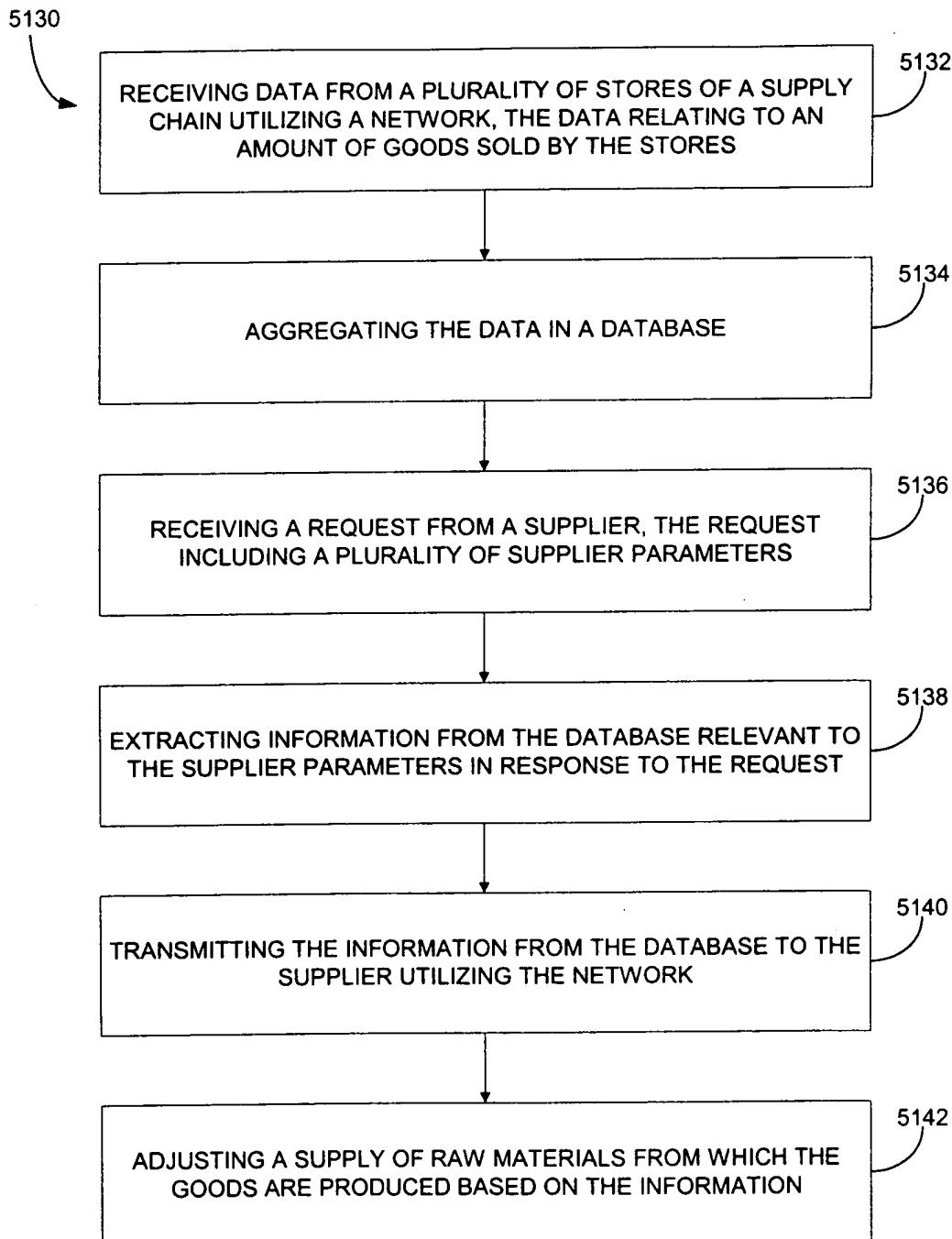


FIG. 51

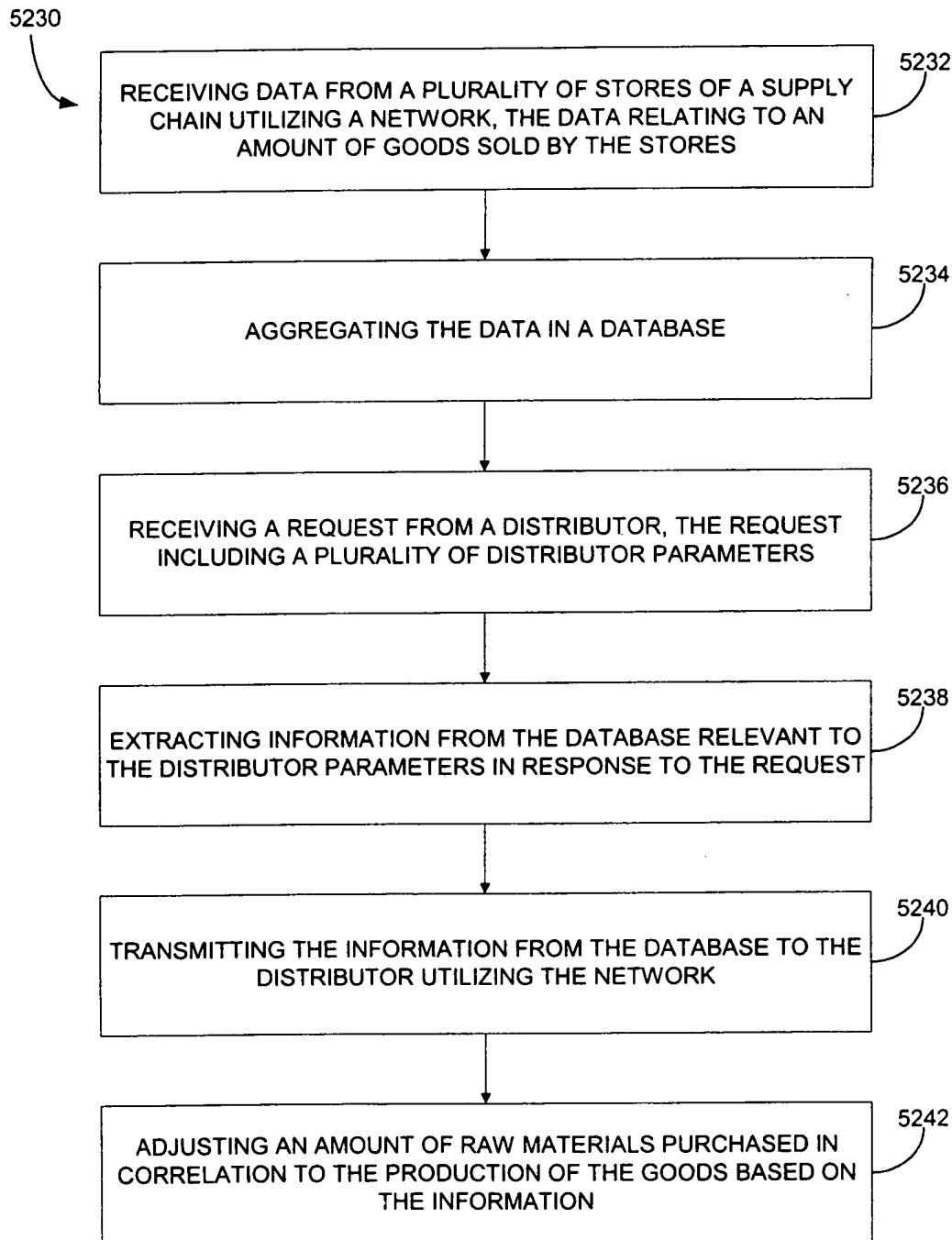


FIG. 52

RSI

Printer Friendly Version

### POS Implied Daily Usage - Distributor

Tuesday, October 24, 2000

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Distribution Company: REINHART FOODSERVICE  
 Distribution Center: REINHART - CEDAR RAPIDS, IA

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| 14 (1-3v Rolling Total Cases)        |          |           |       |       |       |       |       |       |       |       |       |       |       | Week Ending Total |       |       |       |       |       |       |       |     |
|--------------------------------------|----------|-----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|-------|-------|-------|-------|-------|-------|-----|
| DC Item                              | % (1-3v) | 14 (1-3v) | 10/23 | 10/24 | 10/25 | 10/26 | 10/17 | 10/18 | 10/19 | 10/20 | 10/21 | 10/22 | 10/23 | 10/24             | 10/25 | 10/26 | 10/27 | 10/28 | 10/29 | 10/30 | 10/31 |     |
| Number of Restaurants/Serviced by DC |          | 200       | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200               | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 197 |
| SAUCE: BBQ BULK                      | 0.00%    | 19        | 31    | 23    | 16    | 16    | 16    | 16    | 16    | 16    | 16    | 16    | 16    | 16                | 16    | 16    | 16    | 16    | 16    | 16    | 16    | 16  |
| 1890 BULLSEYE                        | 0.00%    | 12        | 10    | 20    | 16    | 14    | 14    | 13    | 14    | 14    | 13    | 14    | 14    | 13                | 14    | 13    | 14    | 13    | 13    | 13    | 13    | 13  |
| 20788 MUSTARD: BULK BK               | 0.00%    | 107       | 211   | 173   | 160   | 164   | 163   | 160   | 160   | 160   | 160   | 160   | 160   | 160               | 160   | 160   | 160   | 160   | 160   | 160   | 160   | 160 |
| 24340 MAYONNAISE: BULK BK            | 0.00%    | 21        | 33    | 34    | 27    | 25    | 24    | 24    | 24    | 24    | 24    | 24    | 24    | 24                | 24    | 24    | 24    | 24    | 24    | 24    | 24    | 24  |
| 24890 STRAW: WRAPPED                 | 0.00%    | 7.75" BK  | 10    | 11    | 12    | 10    | 9     | 9     | 9     | 9     | 9     | 9     | 9     | 9                 | 9     | 9     | 9     | 9     | 9     | 9     | 9     | 9   |
| 26318 FORK: WRAPPED BULK BK          | 0.00%    | 3         | 3     | 3     | 3     | 3     | 3     | 2     | 2     | 2     | 2     | 2     | 2     | 2                 | 2     | 2     | 2     | 2     | 2     | 2     | 2     | 2   |
| 25402 KNIFE: WRAPPED BULK BK         | 0.00%    | 127       | 194   | 205   | 160   | 143   | 142   | 139   | 144   | 144   | 142   | 139   | 144   | 144               | 142   | 142   | 142   | 142   | 142   | 142   | 142   | 142 |
| 27062 KETCHUP: BULK BAG IN BOX       | 0.00%    | 89        | 124   | 142   | 116   | 104   | 102   | 101   | 100   | 100   | 100   | 100   | 100   | 100               | 100   | 100   | 100   | 100   | 100   | 100   | 100   | 100 |
| 27690 KETCHUP: PACKETS 10g BK        | 0.00%    | 127       | 194   | 205   | 160   | 143   | 142   | 139   | 144   | 144   | 142   | 139   | 144   | 144               | 142   | 142   | 142   | 142   | 142   | 142   | 142   | 142 |

 Done New**FIG. 53**

**RSI** Local DC Promotion Forecast Report - Microsoft Internet Explorer

[http://test.rsilink.com/dc/d\\_lptpromodetail.asp?dc=26576](http://test.rsilink.com/dc/d_lptpromodetail.asp?dc=26576)

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**REINHART - CEDAR RAPIDS, IA**

**Local Promotion Summary by DC**

**Tuesday, October 24, 2000**

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**5400**

| Local Promotion Option            | Start Date | Projected Day Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|-----------------------------------|------------|---------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup                  | 5/1/00     | 85                  | 89                  | 8                        |                               |
| Davenport RI-Moline, IA           | 8/1/00     | 86                  | 32                  | 17                       |                               |
| Des Moines-Ames, IA               | 7/10/00    | 85                  | 17                  | 28                       |                               |
| Omaha, NE                         | 7/4/00     | 86                  | 17                  | 80                       |                               |
| Peoria, IL                        | 8/1/00     | 85                  | 99                  | 17                       |                               |
| Sioux City, IA                    | 8/26/00    | 86                  | 69                  | 10                       |                               |
| Springfield-Dearborn, IL          | 8/1/00     | 85                  | 99                  | 1                        |                               |
| <b>32 oz. Motor Cup Total</b>     |            |                     |                     | <b>131</b>               |                               |
| <b>Big King</b>                   |            |                     |                     |                          |                               |
| Cedar Rapids-Waterloo-Dubuque, IA | 4/18/00    | 89                  | 10                  |                          |                               |
| Davenport RI-Moline, IA           | 4/15/00    | 99                  | 17                  |                          |                               |
| Ottumwa-Kleiveville, IA           | 4/18/00    | 89                  | 3                   |                          |                               |
| <b>Big King Total</b>             |            |                     |                     | <b>39</b>                |                               |
| <b>Pancake Minis</b>              |            |                     |                     |                          |                               |
| Chicago, IL                       | 5/15/00    | 20                  | 99                  | 8                        |                               |
| Sioux City, IA                    | 4/15/00    | 20                  | 99                  | 10                       |                               |
| <b>Pancake Minis Total</b>        |            |                     |                     | <b>35</b>                |                               |

[Done](#) [Internet](#)

**FIG. 54**

**RSI** POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

http://www.rsiweb.com/supplier/s\_impliedaily.asp?report=true

**Supplier**

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Supplier: **TYSON FOODS**

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**Retrieve**

**POS Implied Daily Usage - Supplier**

**Tuesday, October 24, 2000**

**Supplier: TYSON FOODS**

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| FOB Point    | Item No. | Item Description | 14 Day Rolling Total |       |       |       |       |       |       |       |       |       |       |       | Wk Ending Total |
|--------------|----------|------------------|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------------|
|              |          |                  | 10/23                | 10/24 | 10/25 | 10/26 | 10/27 | 10/28 | 10/29 | 10/30 | 10/31 | 10/12 | 10/13 | 10/14 |                 |
| <b>TOTAL</b> |          |                  | 100                  | 100   | 100   | 100   | 100   | 100   | 100   | 100   | 100   | 100   | 100   | 100   | 100             |

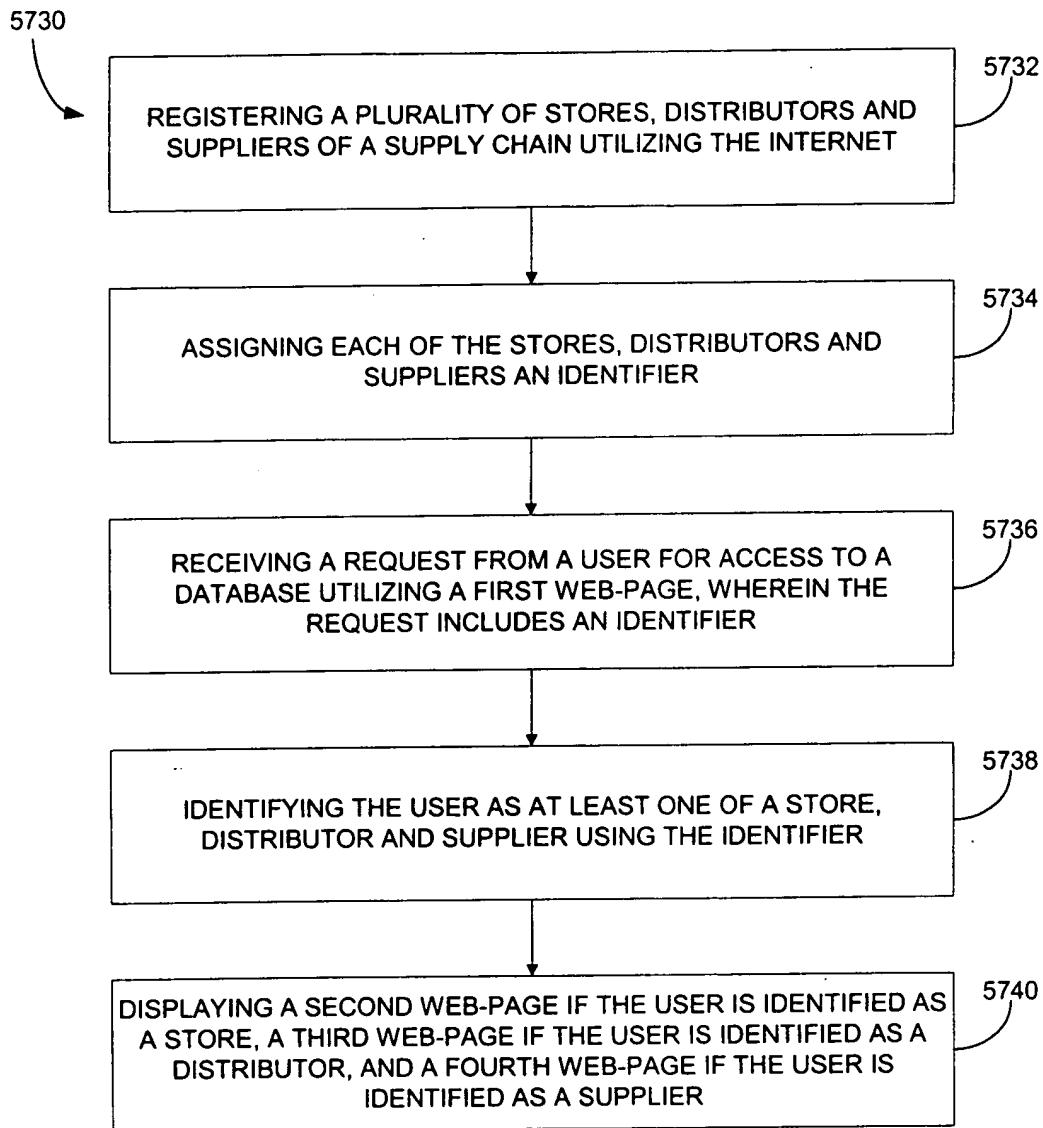
| Total of DC Locations |       |      |     |     |     |     |     |     |     |     |     |     |     |     |       |
|-----------------------|-------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| 6 CHICKEN PATTY       | 0.00% | 0.00 | 137 | 144 | 111 | 100 | 98  | 86  | 100 | 134 | 137 | 125 | 100 | 100 | 74    |
| 7 CHICKEN-BK BROILER  | 0.00% | 0.00 | 35  | 51  | 60  | 48  | 46  | 43  | 40  | 53  | 60  | 48  | 46  | 41  | 330   |
| 8 CHICKEN-TENDERS     | 0.00% | 0.00 | 222 | 334 | 237 | 230 | 220 | 220 | 240 | 340 | 316 | 266 | 228 | 223 | 1,816 |
| CHICKEN-CUTS          |       |      |     |     |     |     |     |     |     |     |     |     |     |     | 1,008 |
|                       |       |      |     |     |     |     |     |     |     |     |     |     |     |     | 1,824 |

**Done**

**FIG. 55**

| Restaurant Landed Cost Verification Report - Microsoft Internet Explorer   |             |                                    |         |        |          |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
|--|-------------|------------------------------------|---------|--------|----------|------------|-------------|----------------------|---------|--------|----------|-------|------|------------------------------------|---------|--------|---------|-------|------|-----------------------------------|--------|--------|--------|-------|-----|---------------------------|---------|--------|---------|-------|------|------------------------|---------|--------|---------|-------|----|-------------------|--------|--------|--------|-------|------|-------------------|---------|--------|---------|-------|----|-----------------------|--------|--------|--------|-------|------|------------------------|--------|--------|--------|--|--|--|--|--|--|
| <input type="checkbox"/> <a href="http://www.rsiweb.com/ian/_jplc.asp?report=rlue">http://www.rsiweb.com/ian/_jplc.asp?report=rlue</a>   |             |                                    |         |        |          |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
|   |             |                                    |         |        |          |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| <b>Member</b> <b>Logout</b> <b>HOME</b>  |             |                                    |         |        |          |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| <b>Landed Cost Report</b>  |             |                                    |         |        |          |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| <input type="checkbox"/> <a href="#">Printer Friendly Version</a> <a href="#">Restaurant Landed Cost Verification Report</a>   |             |                                    |         |        |          |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| <input type="checkbox"/> <a href="#">Reports</a> <input type="checkbox"/> <a href="#">Personal Info</a> <input type="checkbox"/> <a href="#">Legal Information</a> <input type="checkbox"/> <a href="#">Help</a>   |             |                                    |         |        |          |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| <input type="checkbox"/> <a href="#">Date: 10/22/00</a> <input type="checkbox"/> <a href="#">Retrieve</a>  |             |                                    |         |        |          |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| <input type="checkbox"/> <a href="#">5600</a>  |             |                                    |         |        |          |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| <p>Report Date: Sunday, October 22, 2000<br/>     Restaurant Number: 0003473<br/>     Distribution Center: REINHART - CEDAR RAPIDS, IA</p> <p>The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.</p>   |             |                                    |         |        |          |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| <table border="1"> <thead> <tr> <th>DC Item No</th> <th>RSI Item No</th> <th>RSI Item Description</th> <th>DC Cost</th> <th>Markup</th> <th>Res Cost</th> </tr> </thead> <tbody> <tr> <td>10340</td> <td>4439</td> <td>REGISTER TAPE-THERMAL 2.25" X 100'</td> <td>\$21.27</td> <td>\$1.57</td> <td>\$22.84</td> </tr> <tr> <td>12260</td> <td>3588</td> <td>SUGAR SUBSTITUTE-PINK PKT 2000 CT</td> <td>\$6.87</td> <td>\$1.57</td> <td>\$7.44</td> </tr> <tr> <td>18080</td> <td>368</td> <td>SAUCE-BULK-KRAFT BULLSEYE</td> <td>\$24.48</td> <td>\$1.57</td> <td>\$26.05</td> </tr> <tr> <td>19432</td> <td>4473</td> <td>COFFEE-FOLGERS REGULAR</td> <td>\$44.50</td> <td>\$1.57</td> <td>\$46.07</td> </tr> <tr> <td>20788</td> <td>67</td> <td>MUSTARD-BULK 30CT</td> <td>\$8.45</td> <td>\$1.57</td> <td>\$9.02</td> </tr> <tr> <td>20840</td> <td>4281</td> <td>WRAP-LOCAL OPTION</td> <td>\$29.78</td> <td>\$1.57</td> <td>\$31.35</td> </tr> <tr> <td>24340</td> <td>88</td> <td>SAUCE-BULK MAYONNAISE</td> <td>\$7.81</td> <td>\$1.57</td> <td>\$9.38</td> </tr> <tr> <td>24600</td> <td>4270</td> <td>WATER-ICE MOUNTAIN .5L</td> <td>\$6.41</td> <td>\$1.57</td> <td>\$7.98</td> </tr> <tr> <td colspan="6"> <input type="checkbox"/> <a href="#">Done</a>      <input type="checkbox"/> <a href="#">Print</a> </td> </tr> </tbody> </table> |             |                                    |         |        |          | DC Item No | RSI Item No | RSI Item Description | DC Cost | Markup | Res Cost | 10340 | 4439 | REGISTER TAPE-THERMAL 2.25" X 100' | \$21.27 | \$1.57 | \$22.84 | 12260 | 3588 | SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$6.87 | \$1.57 | \$7.44 | 18080 | 368 | SAUCE-BULK-KRAFT BULLSEYE | \$24.48 | \$1.57 | \$26.05 | 19432 | 4473 | COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 | 20788 | 67 | MUSTARD-BULK 30CT | \$8.45 | \$1.57 | \$9.02 | 20840 | 4281 | WRAP-LOCAL OPTION | \$29.78 | \$1.57 | \$31.35 | 24340 | 88 | SAUCE-BULK MAYONNAISE | \$7.81 | \$1.57 | \$9.38 | 24600 | 4270 | WATER-ICE MOUNTAIN .5L | \$6.41 | \$1.57 | \$7.98 | <input type="checkbox"/> <a href="#">Done</a> <input type="checkbox"/> <a href="#">Print</a> |  |  |  |  |  |
| DC Item No   | RSI Item No | RSI Item Description               | DC Cost | Markup | Res Cost |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| 10340  | 4439        | REGISTER TAPE-THERMAL 2.25" X 100' | \$21.27 | \$1.57 | \$22.84  |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| 12260  | 3588        | SUGAR SUBSTITUTE-PINK PKT 2000 CT  | \$6.87  | \$1.57 | \$7.44   |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| 18080  | 368         | SAUCE-BULK-KRAFT BULLSEYE          | \$24.48 | \$1.57 | \$26.05  |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| 19432  | 4473        | COFFEE-FOLGERS REGULAR             | \$44.50 | \$1.57 | \$46.07  |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| 20788  | 67          | MUSTARD-BULK 30CT                  | \$8.45  | \$1.57 | \$9.02   |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| 20840  | 4281        | WRAP-LOCAL OPTION                  | \$29.78 | \$1.57 | \$31.35  |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| 24340  | 88          | SAUCE-BULK MAYONNAISE              | \$7.81  | \$1.57 | \$9.38   |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| 24600  | 4270        | WATER-ICE MOUNTAIN .5L             | \$6.41  | \$1.57 | \$7.98   |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |
| <input type="checkbox"/> <a href="#">Done</a> <input type="checkbox"/> <a href="#">Print</a>   |             |                                    |         |        |          |            |             |                      |         |        |          |       |      |                                    |         |        |         |       |      |                                   |        |        |        |       |     |                           |         |        |         |       |      |                        |         |        |         |       |    |                   |        |        |        |       |      |                   |         |        |         |       |    |                       |        |        |        |       |      |                        |        |        |        |  |  |  |  |  |  |

**FIG. 56**



**FIG. 57**

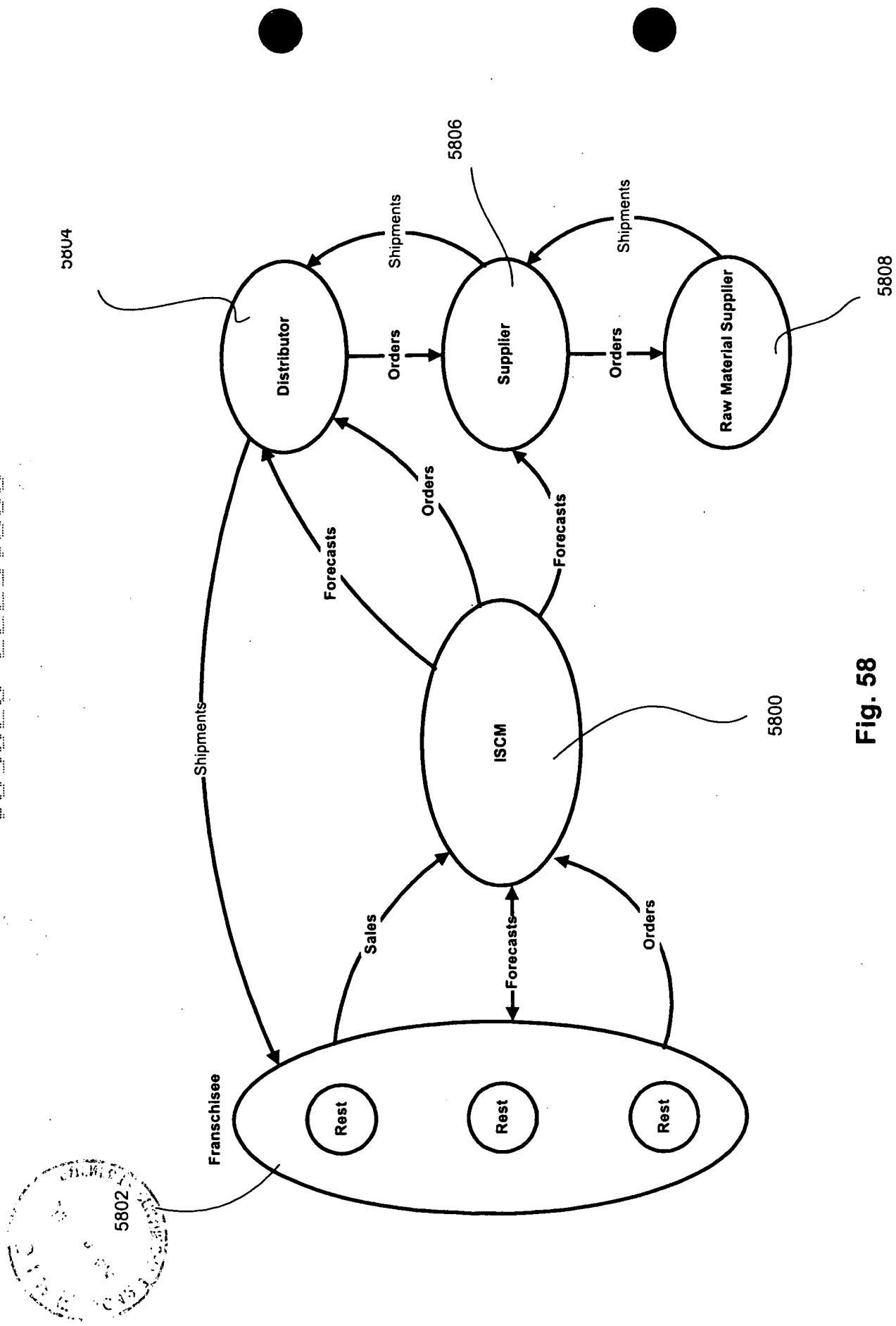
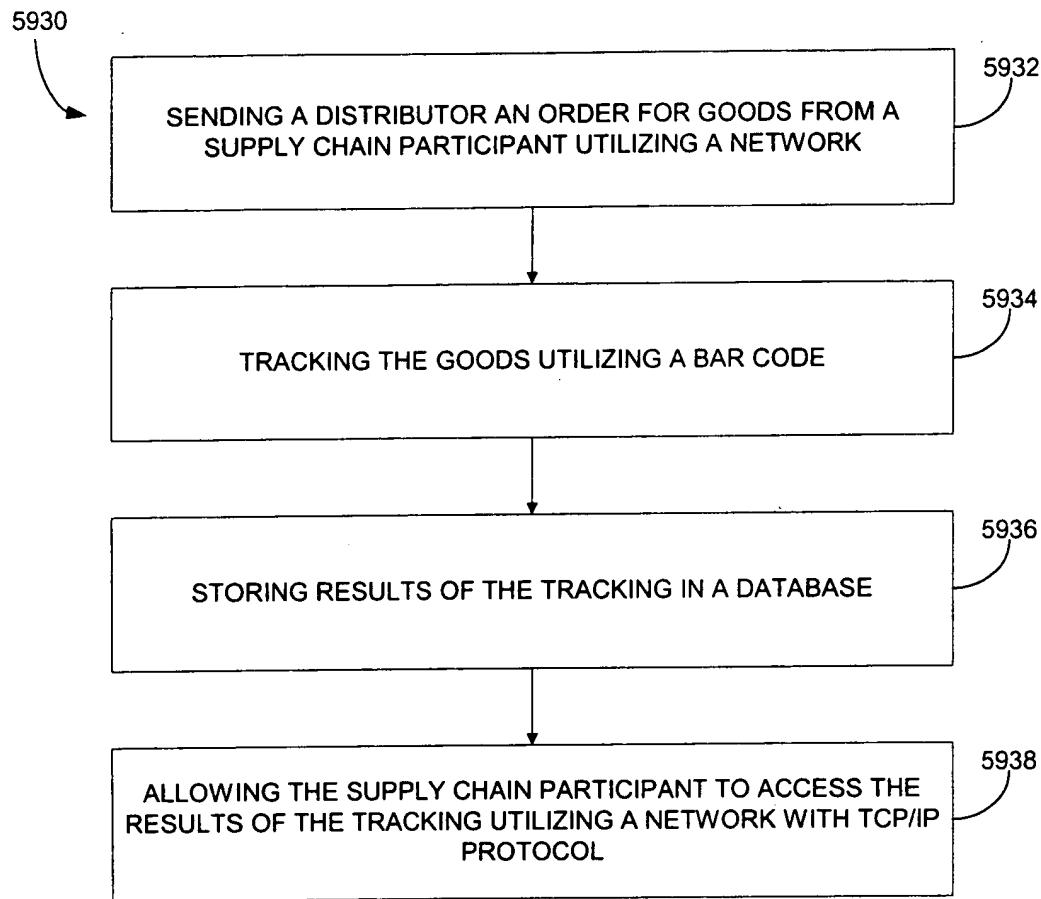


Fig. 58



**FIG. 59**

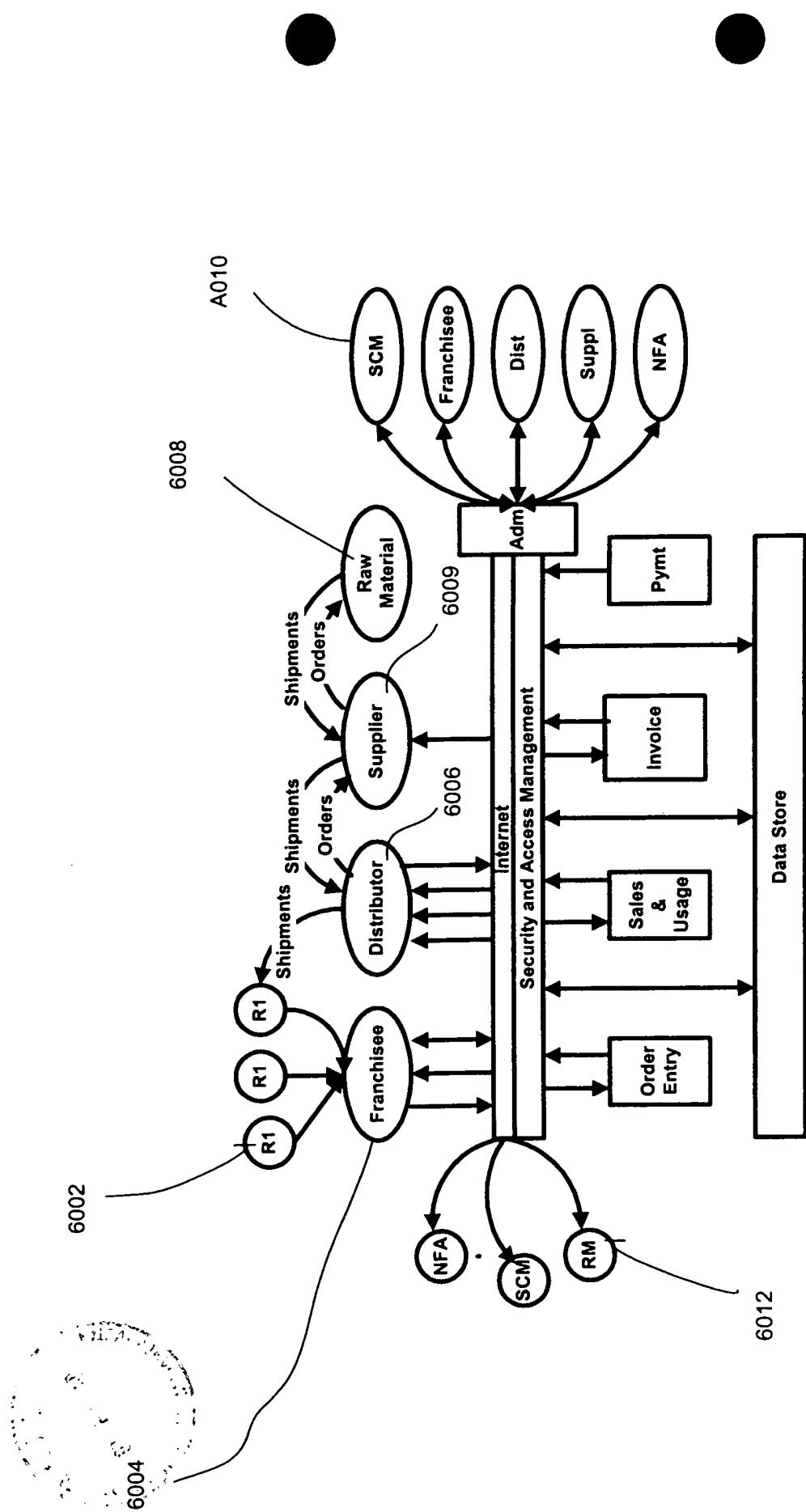


Fig. 60

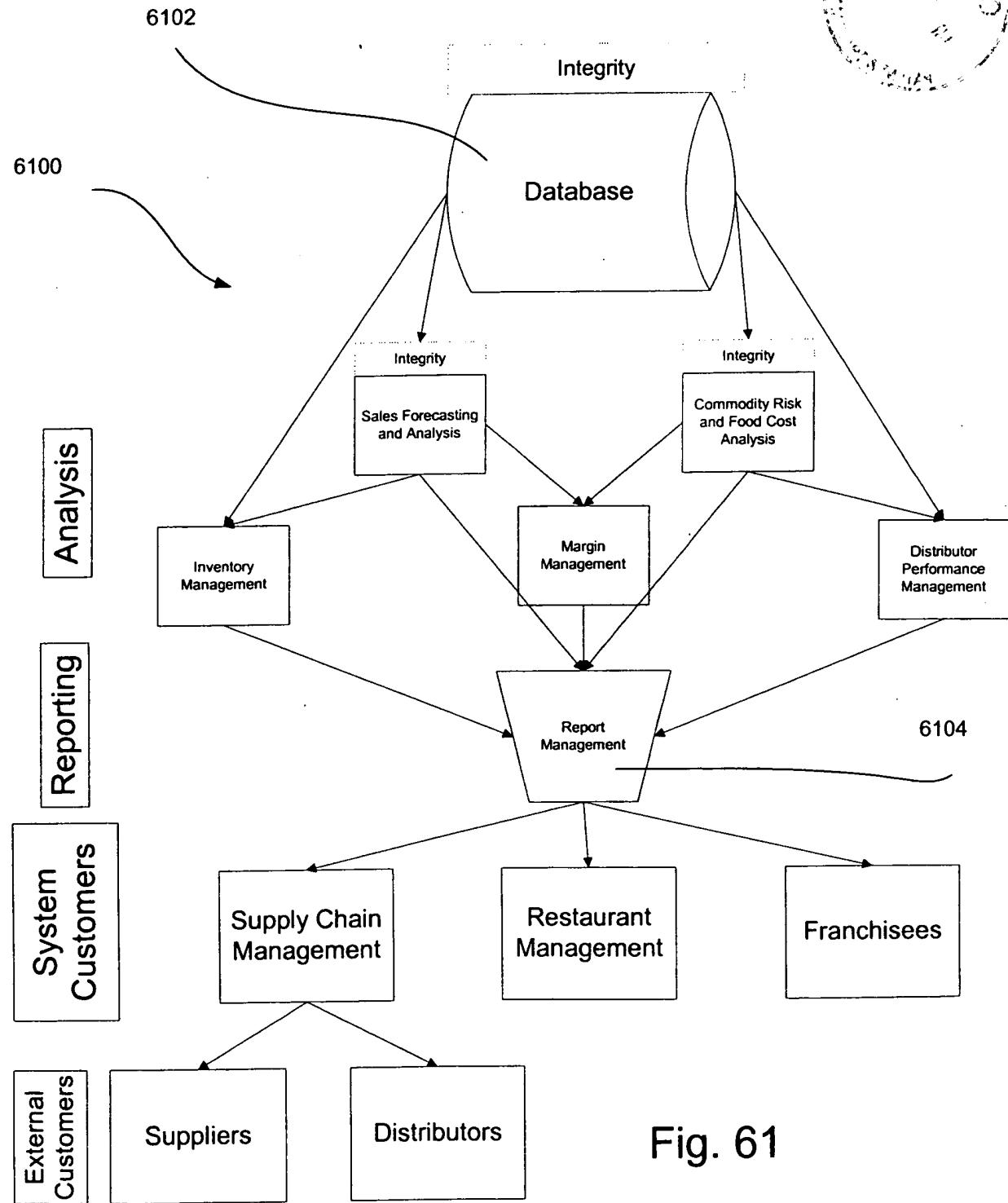
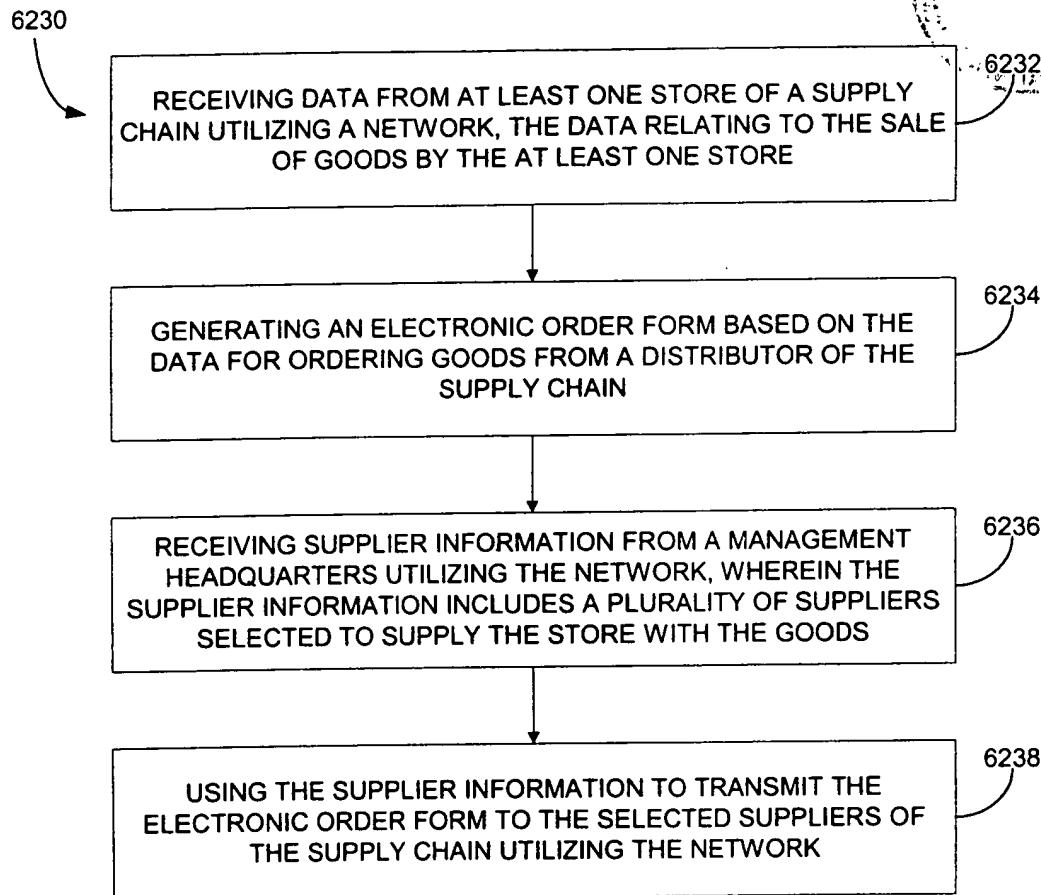


Fig. 61

**FIG. 62**

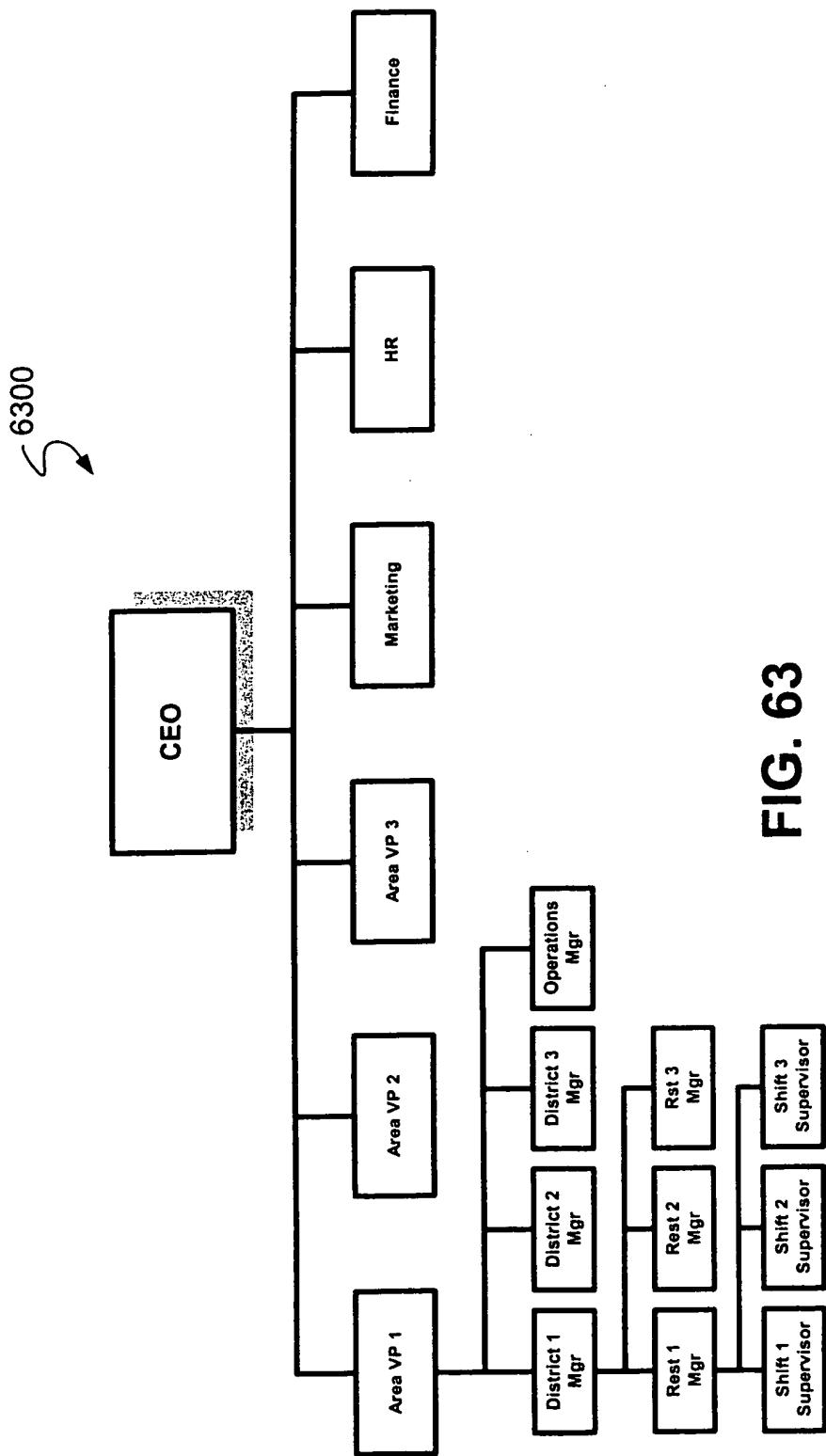
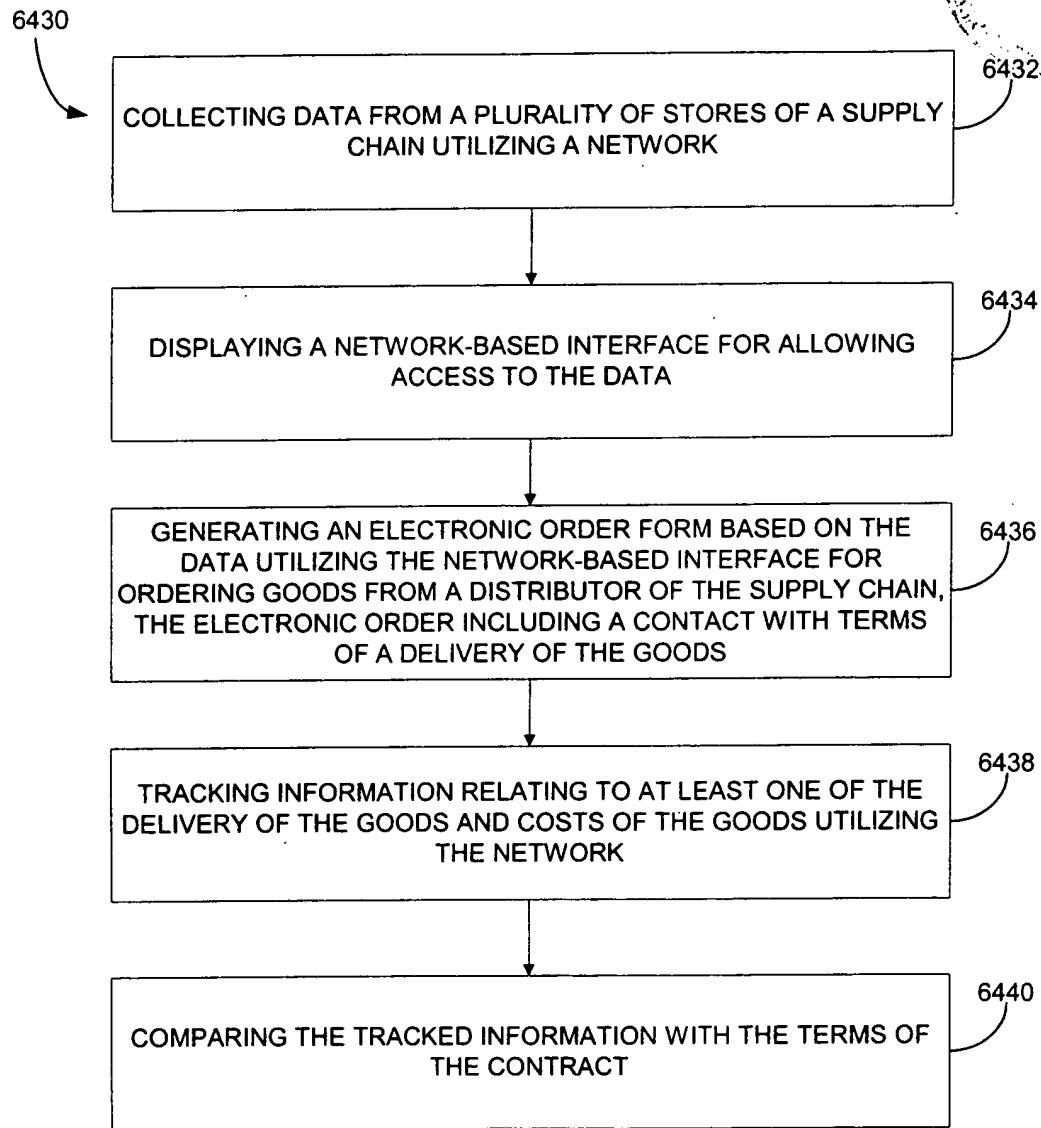
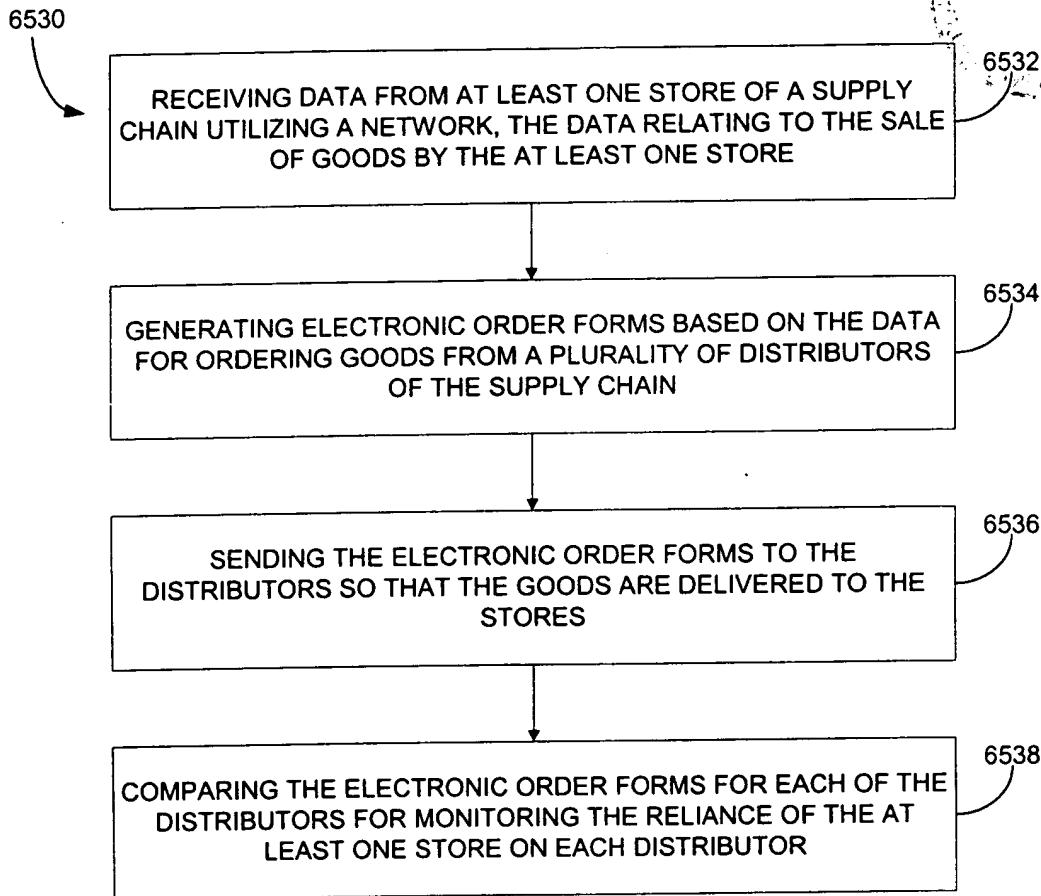
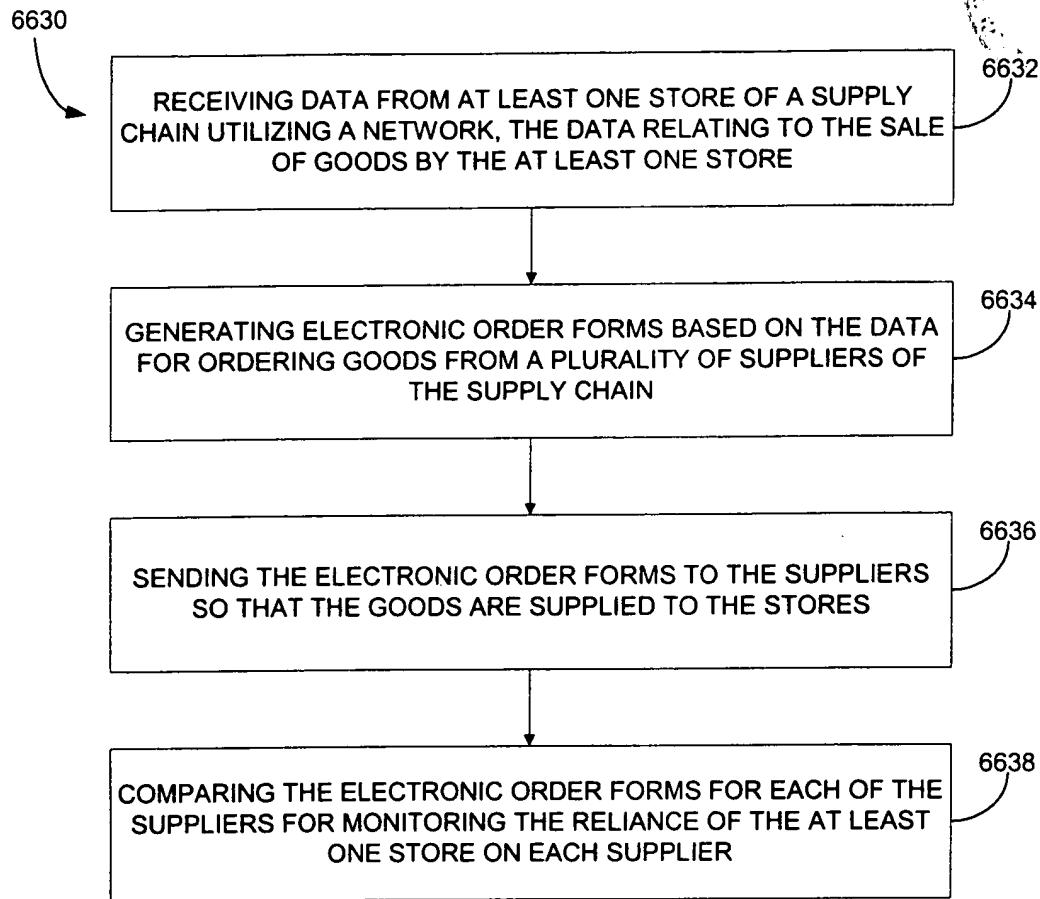


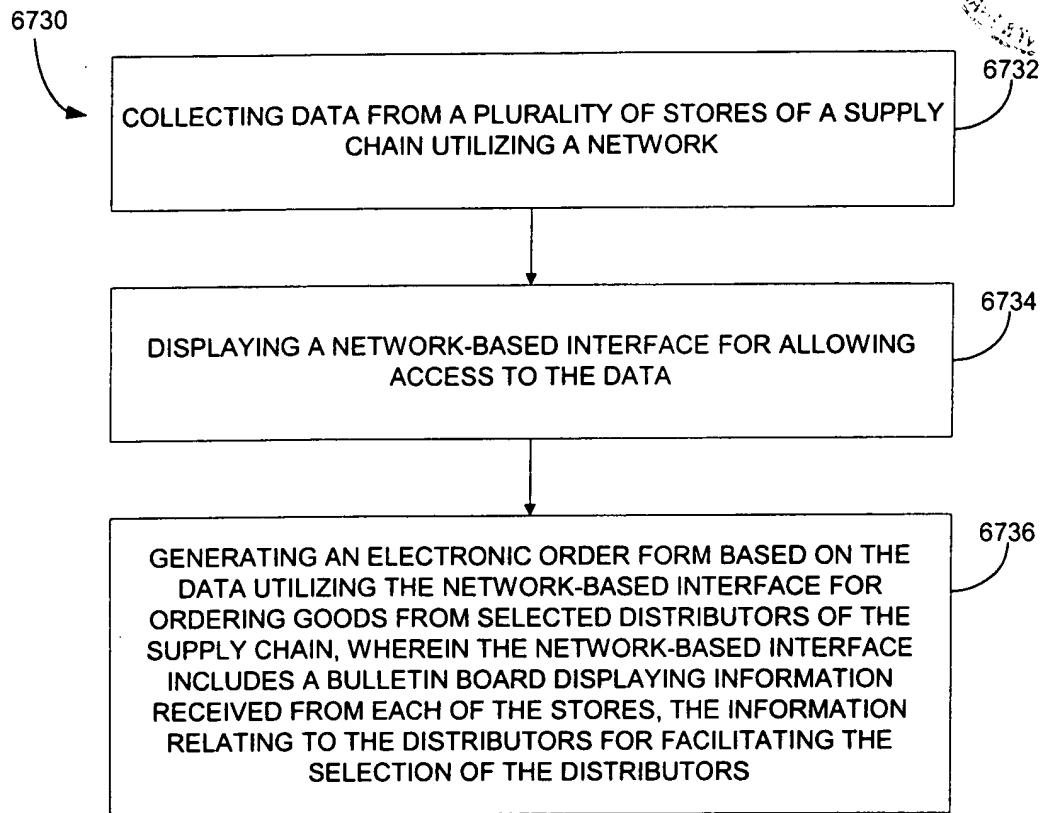
FIG. 63



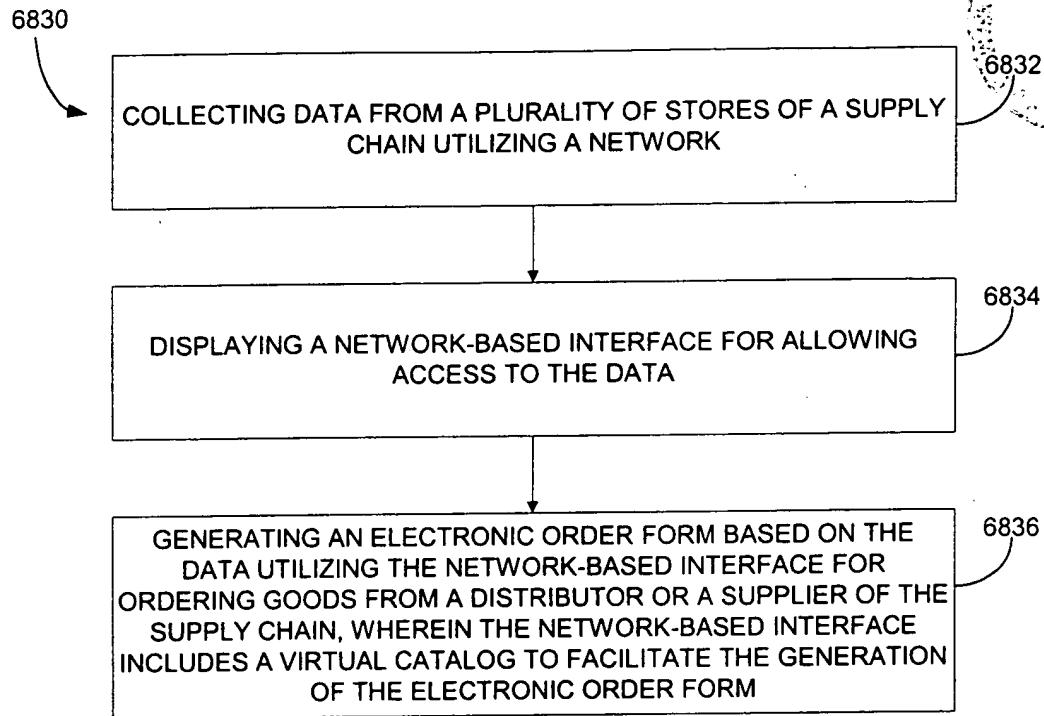
**FIG. 64**

**FIG. 65**

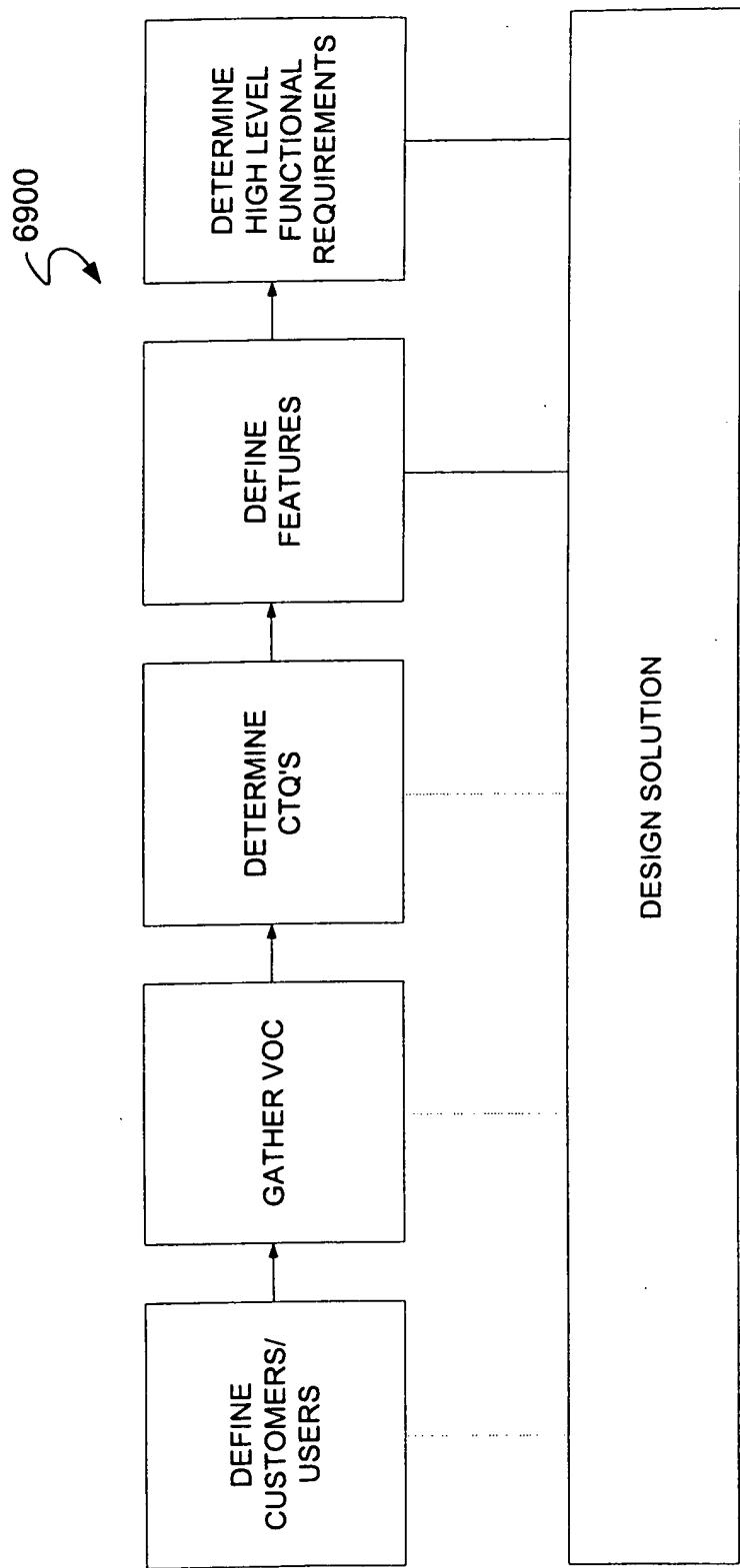
**FIG. 66**



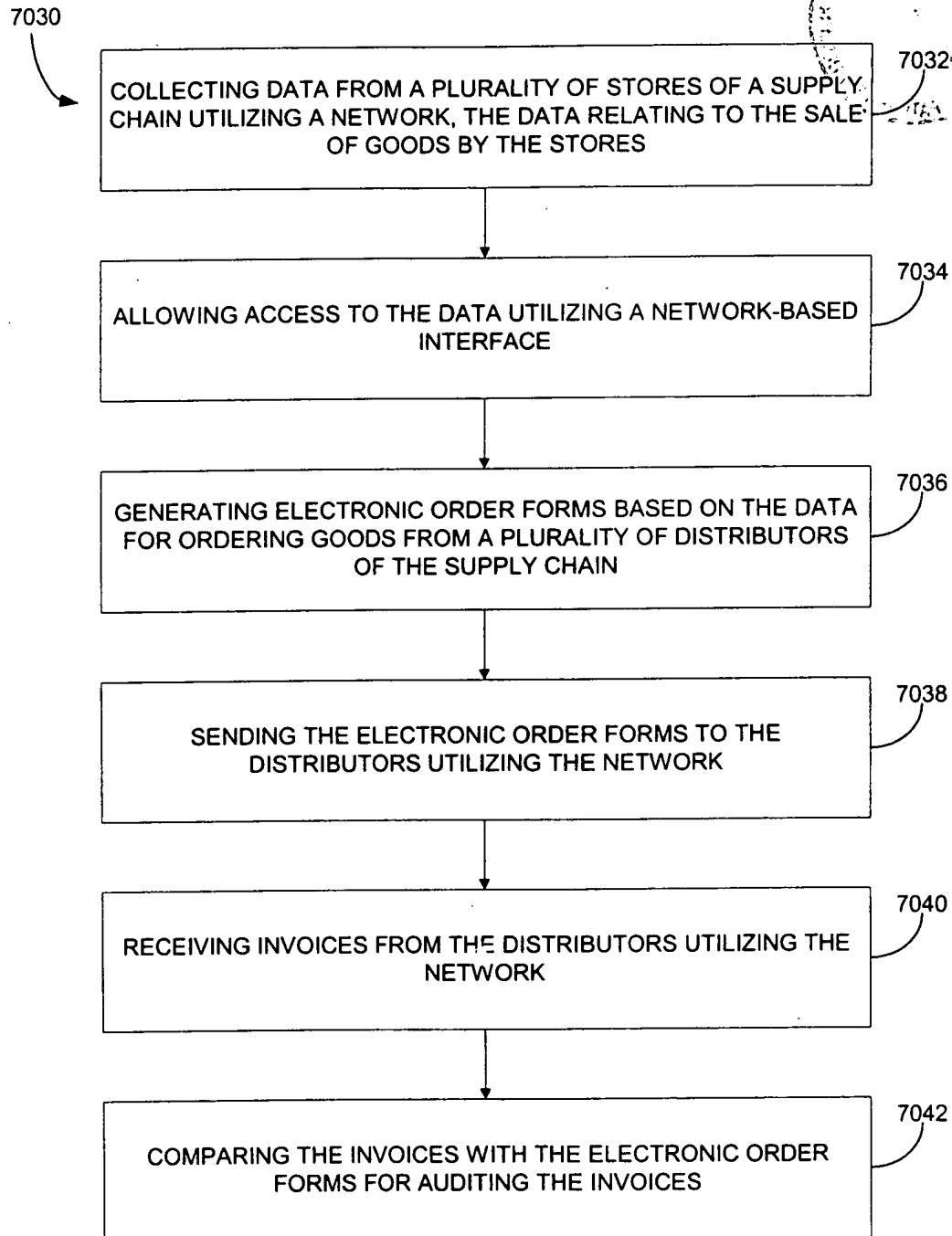
**FIG. 67**



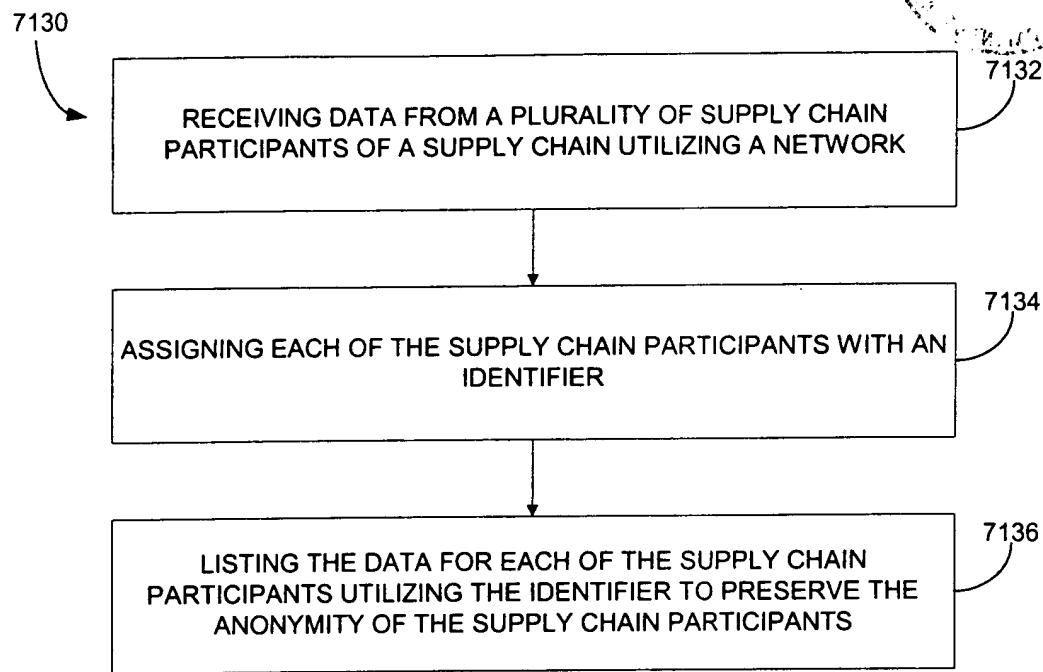
**FIG. 68**



**FIG. 69**



**FIG. 70**



**FIG. 71**

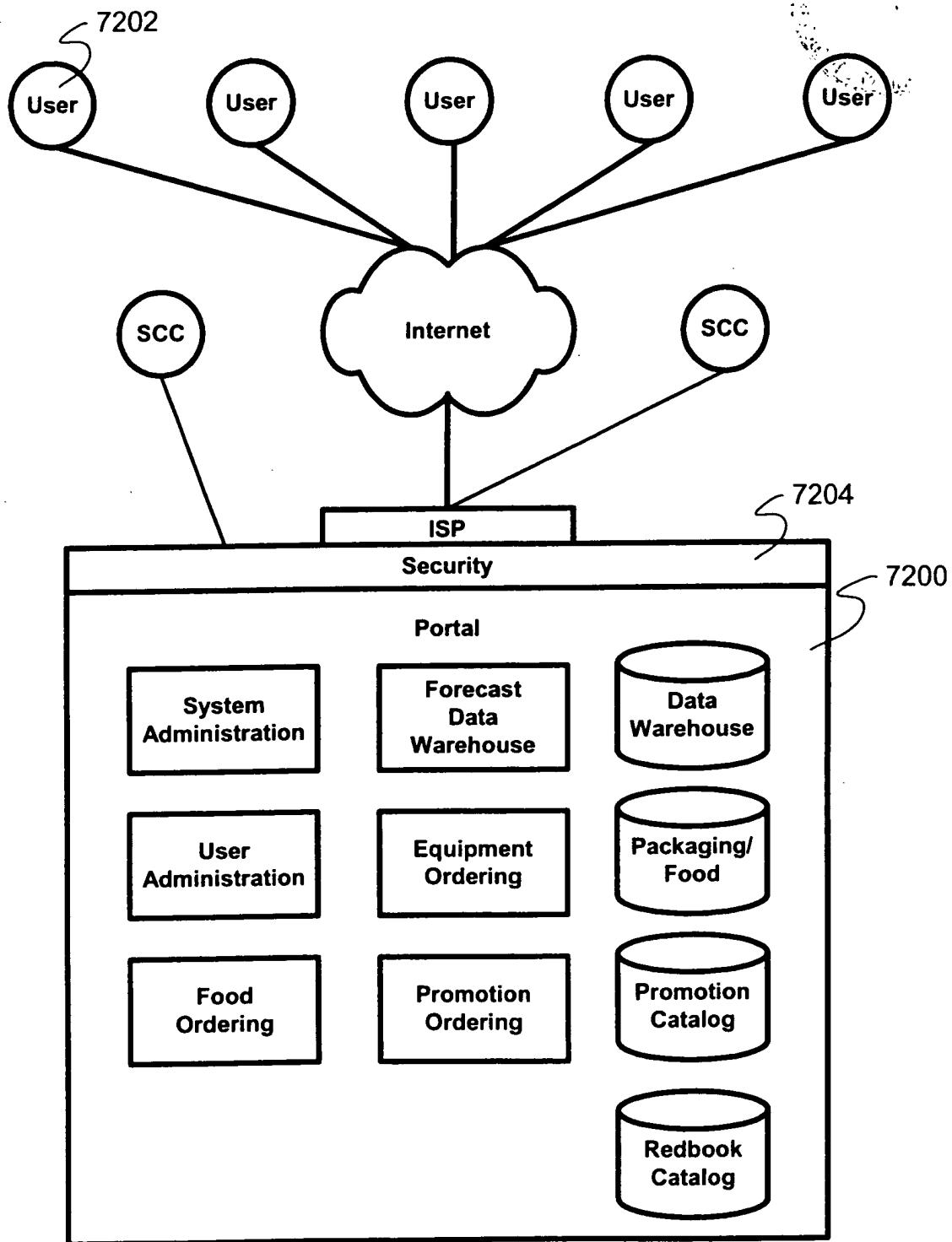
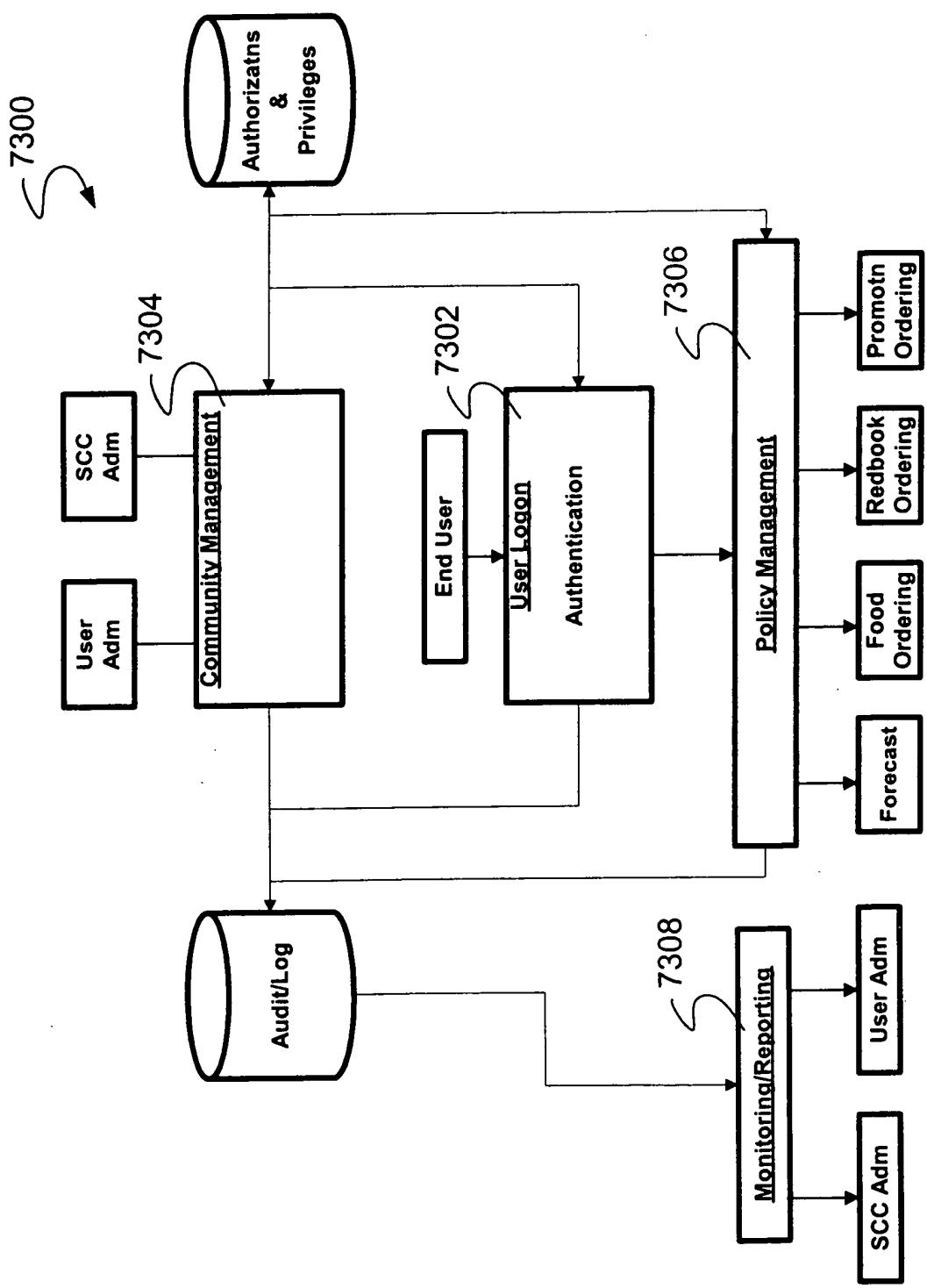
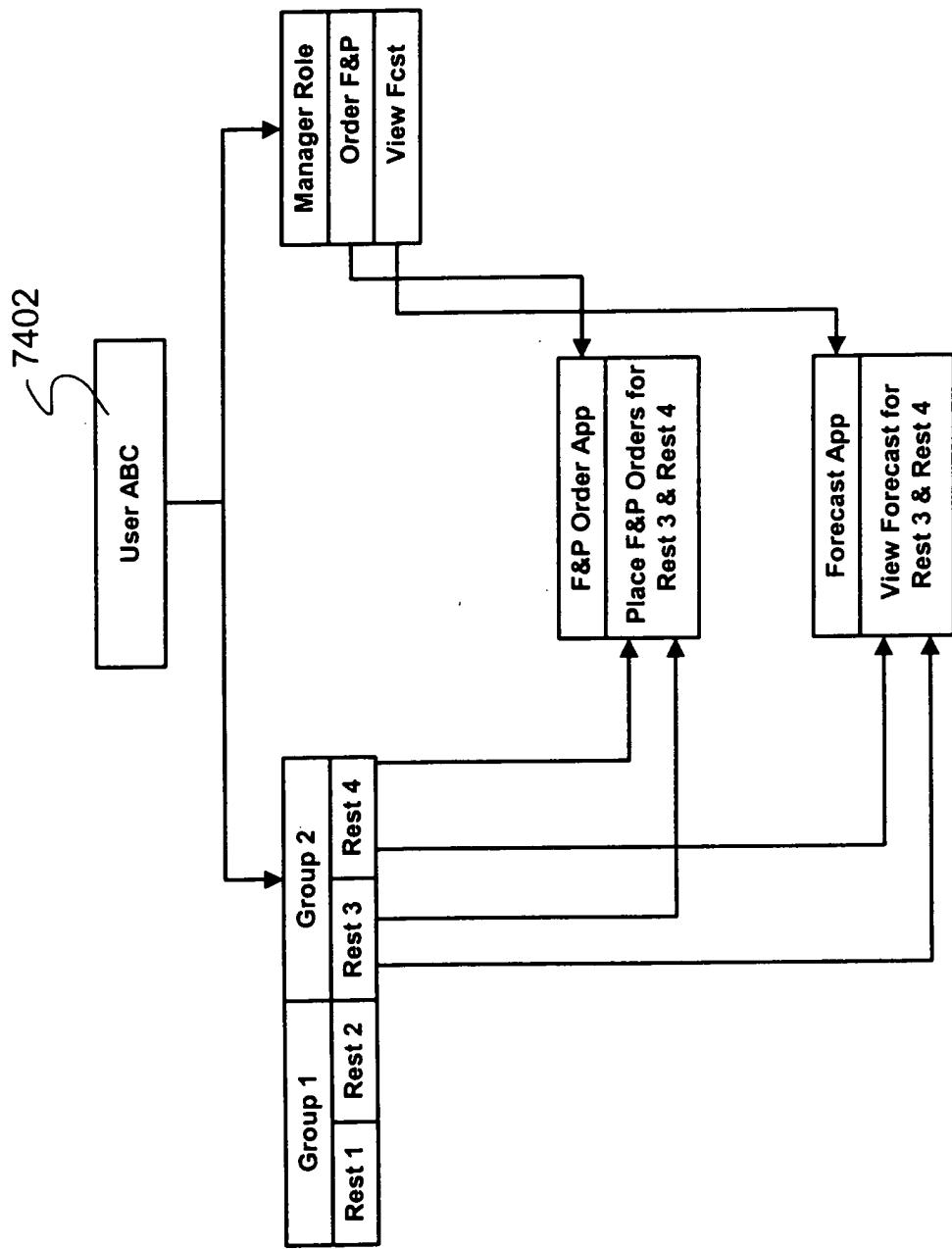


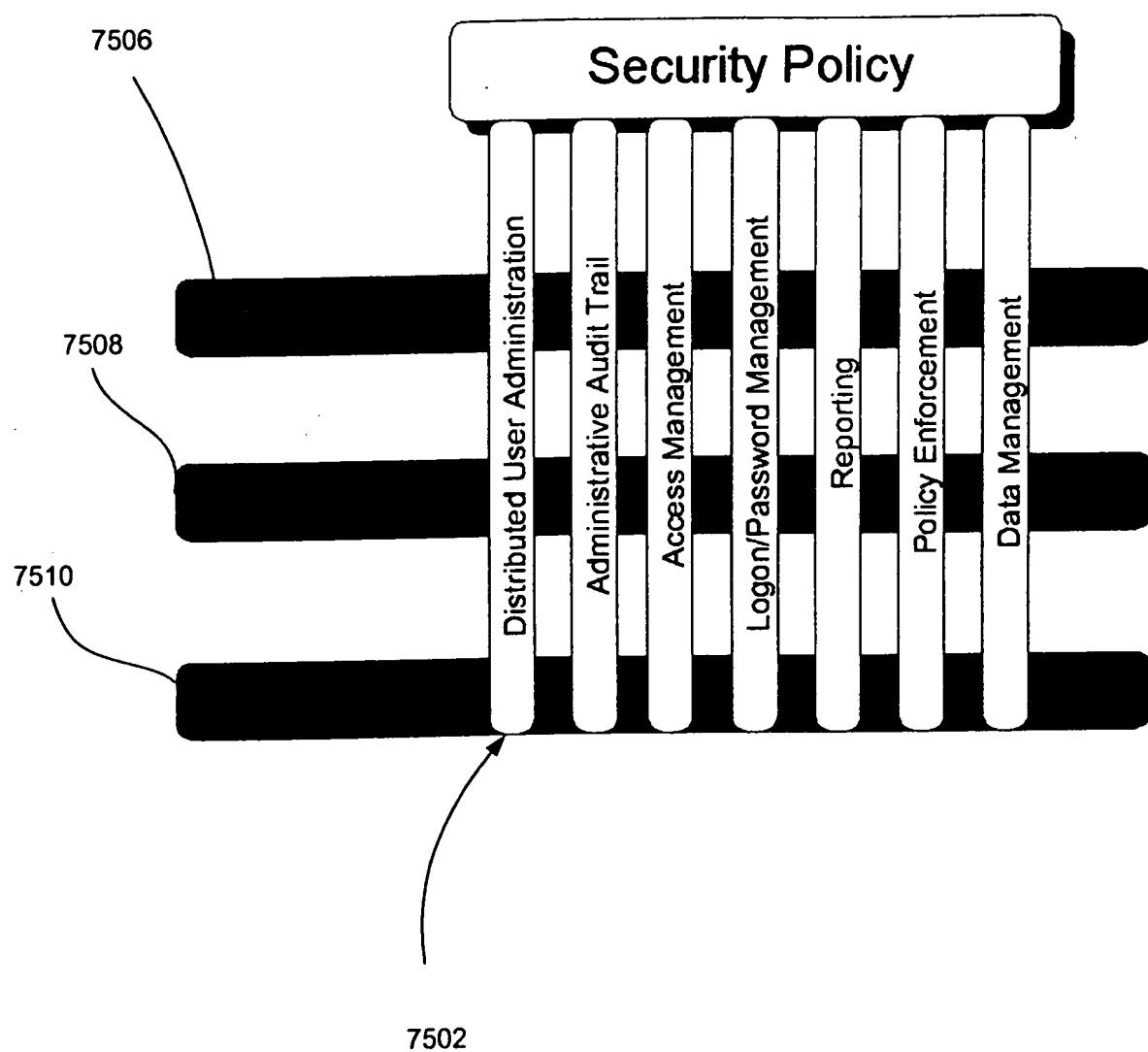
FIG. 72



**FIG. 73**

**FIG. 74**





**Fig. 75**

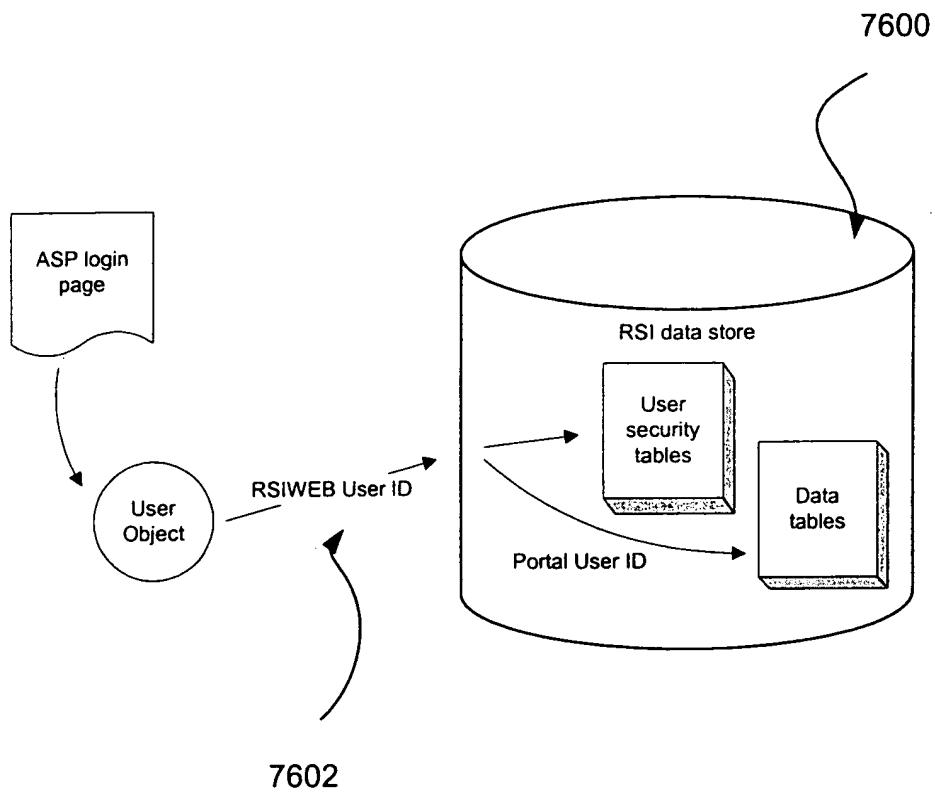
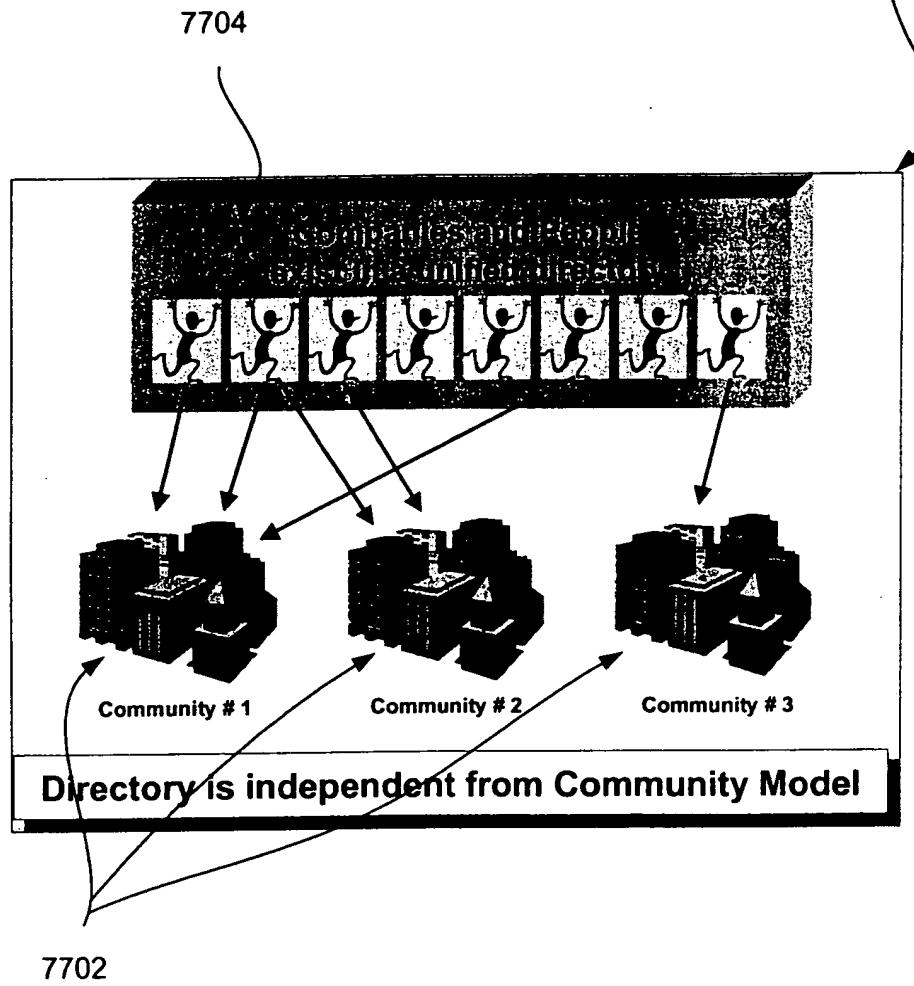


Fig. 76

00000000000000000000000000000000



**Fig. 77**

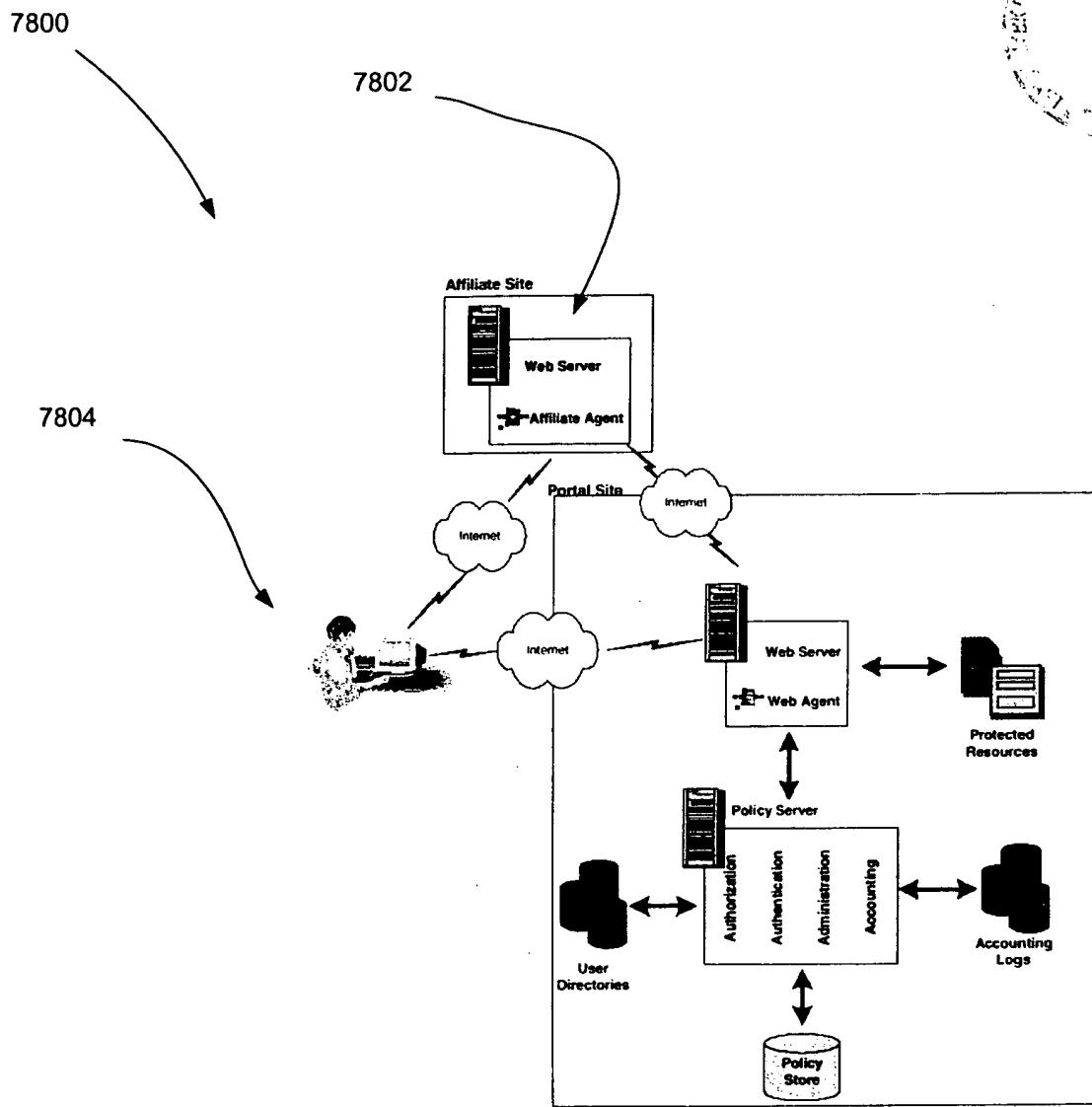


Fig. 78

7900

7902

### Policy-Based Web Security Model

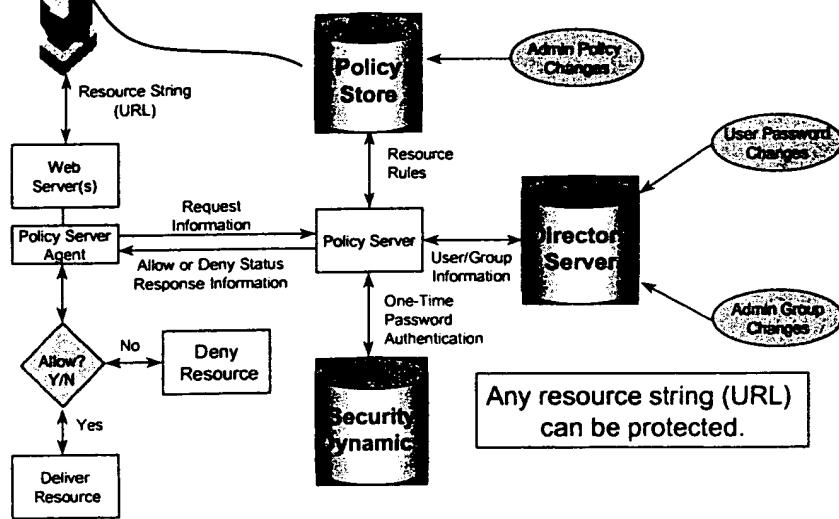
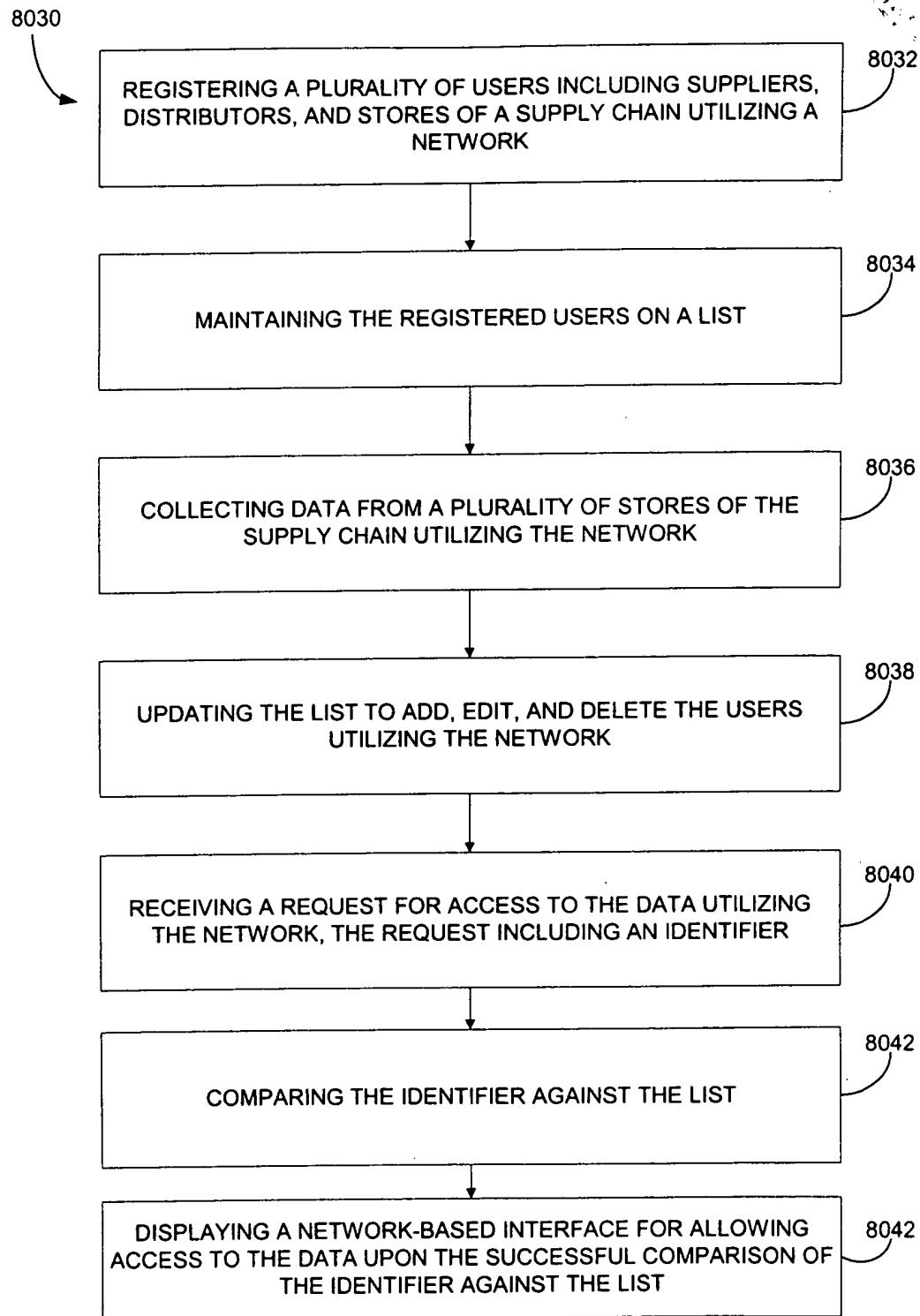
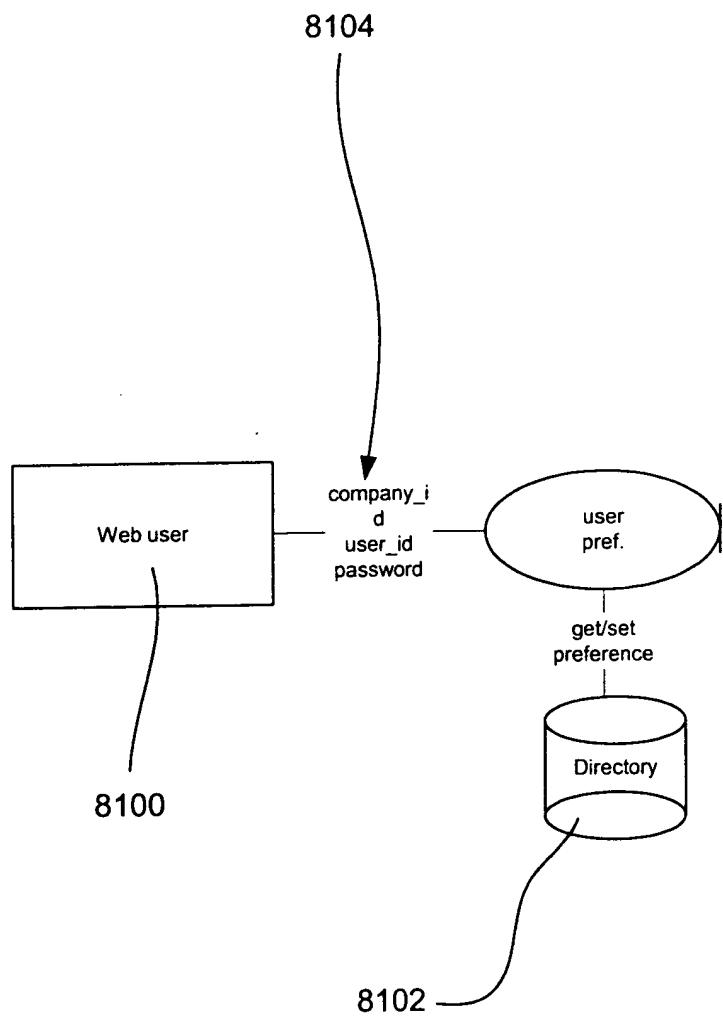


Fig. 79



**FIG. 80**



**Fig. 81**

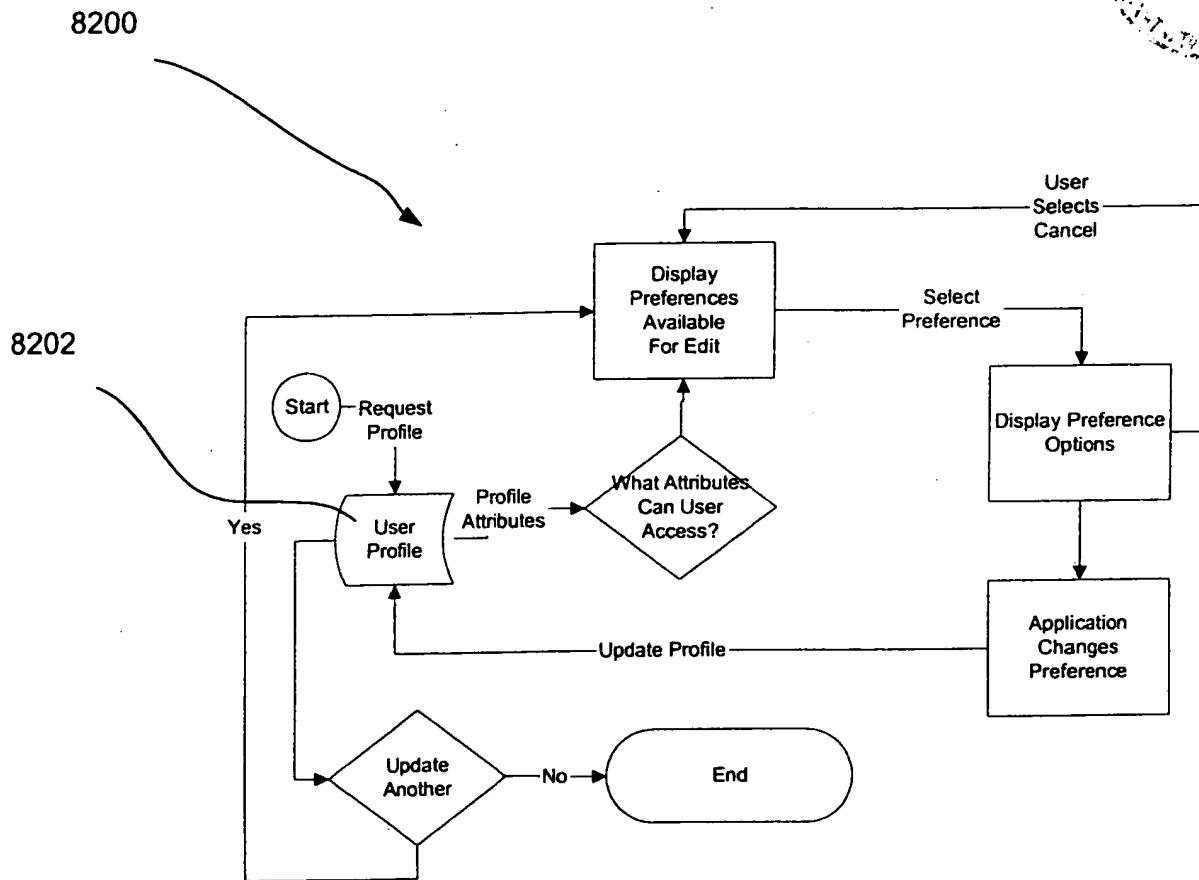
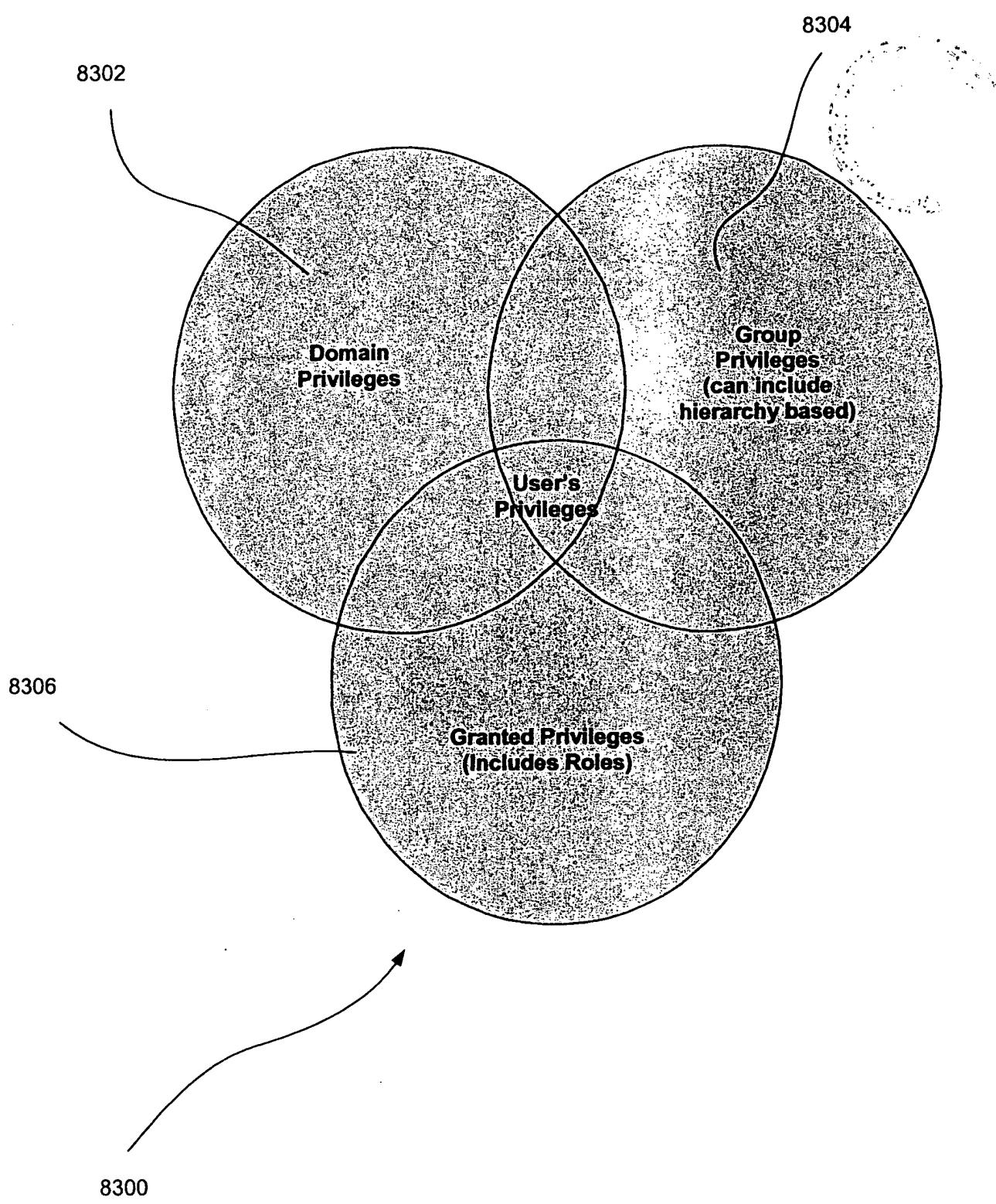
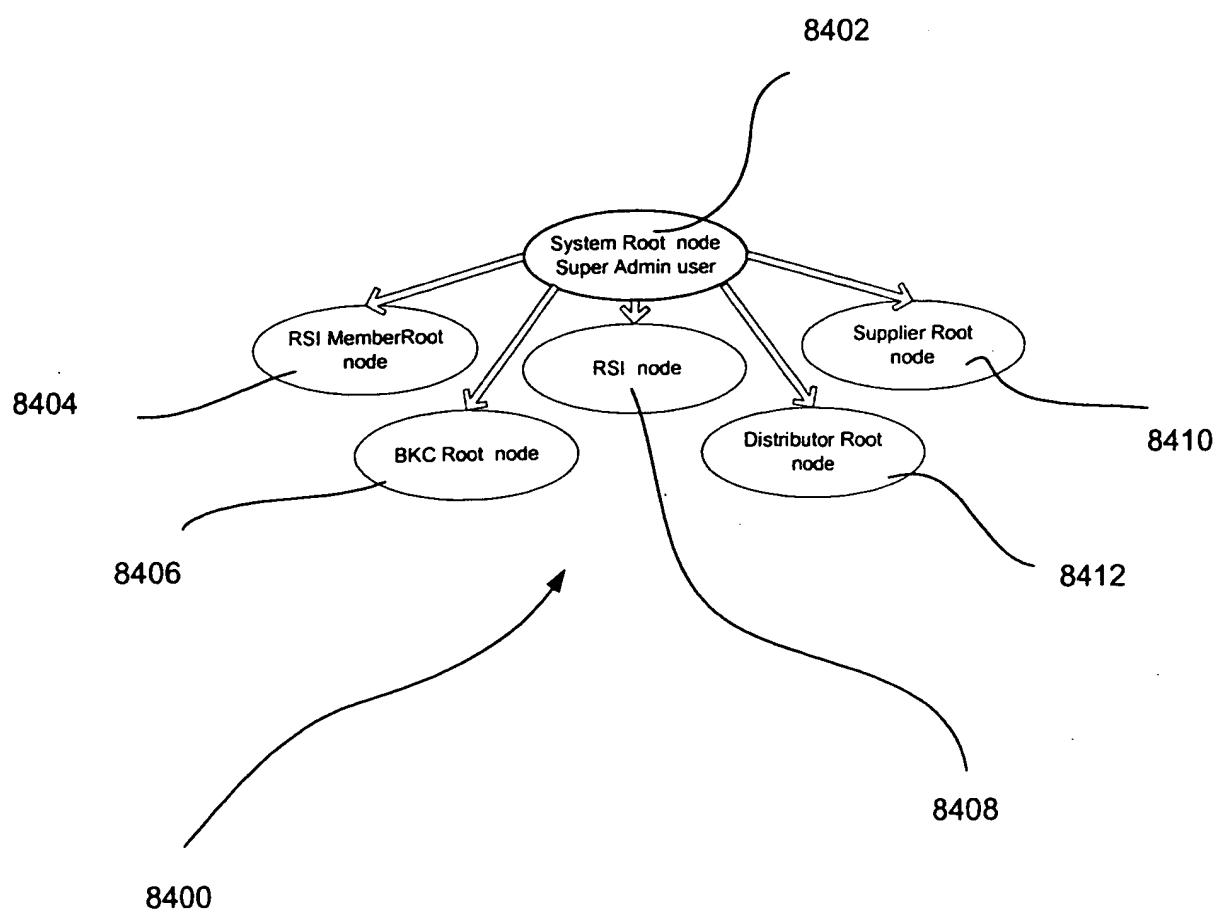


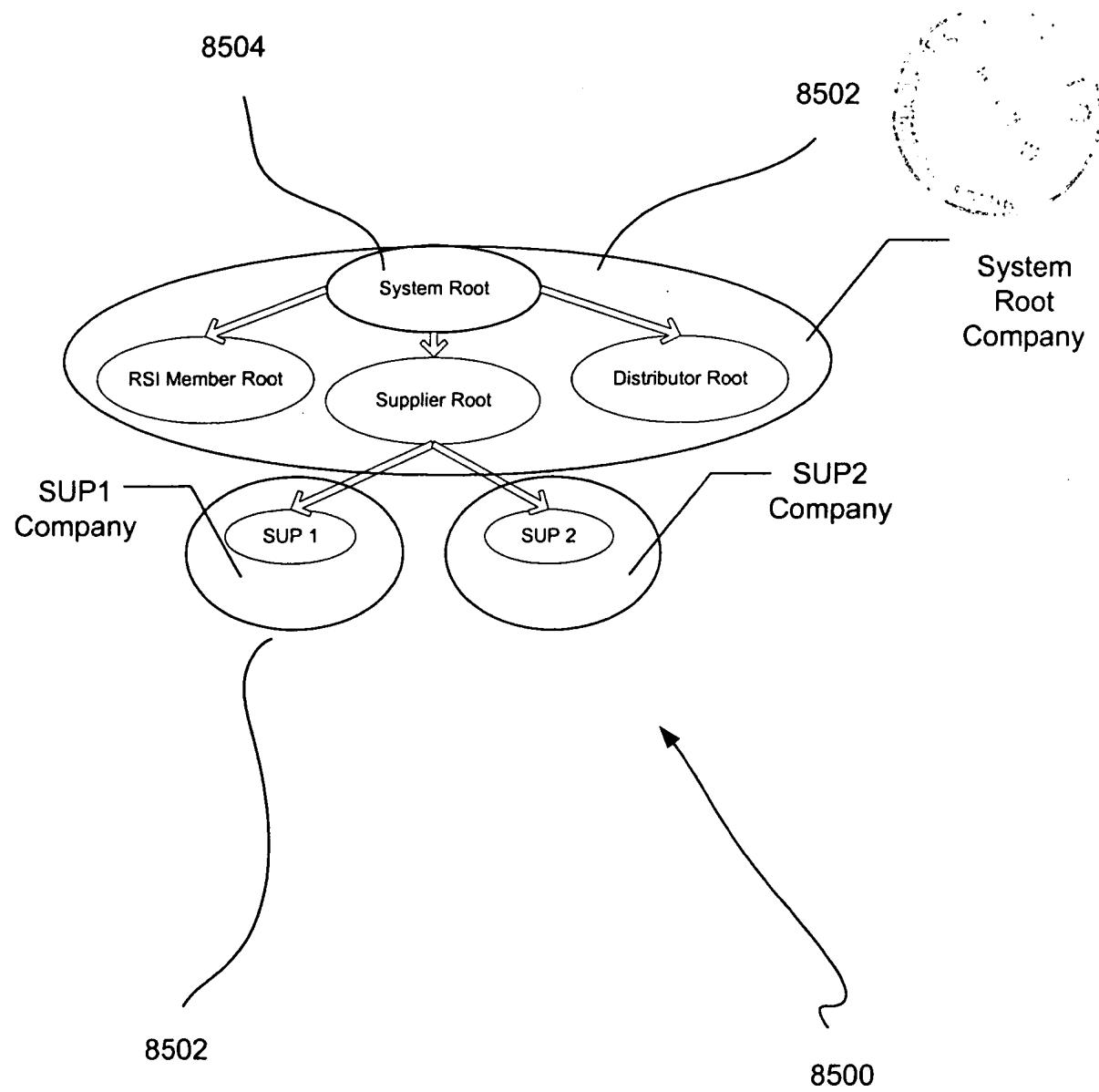
Fig. 82



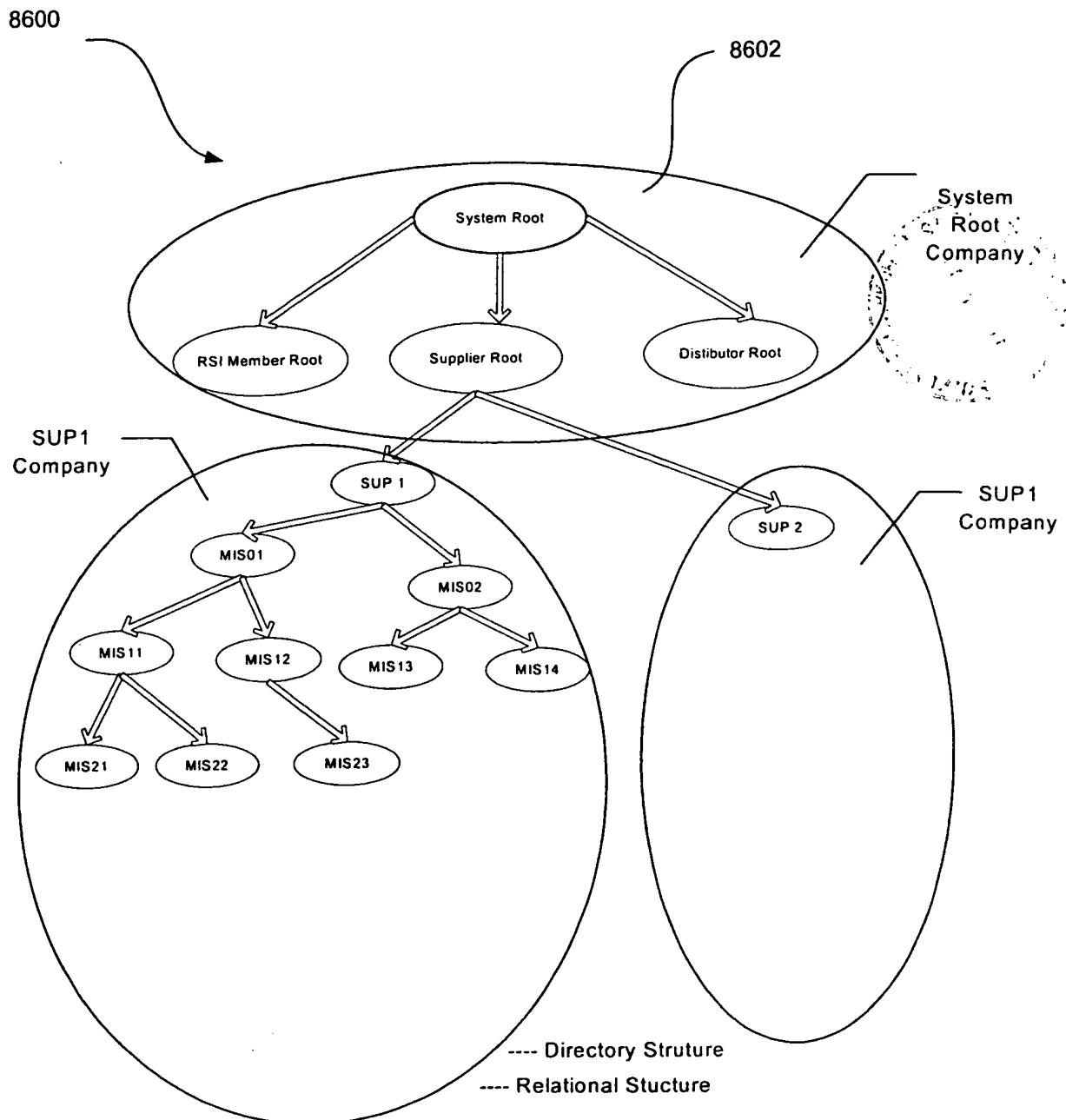
**Fig. 83**



**Fig. 84**



**Fig. 85**



**Fig. 86**

8700

## Group Hierarchy Management: Data Flow

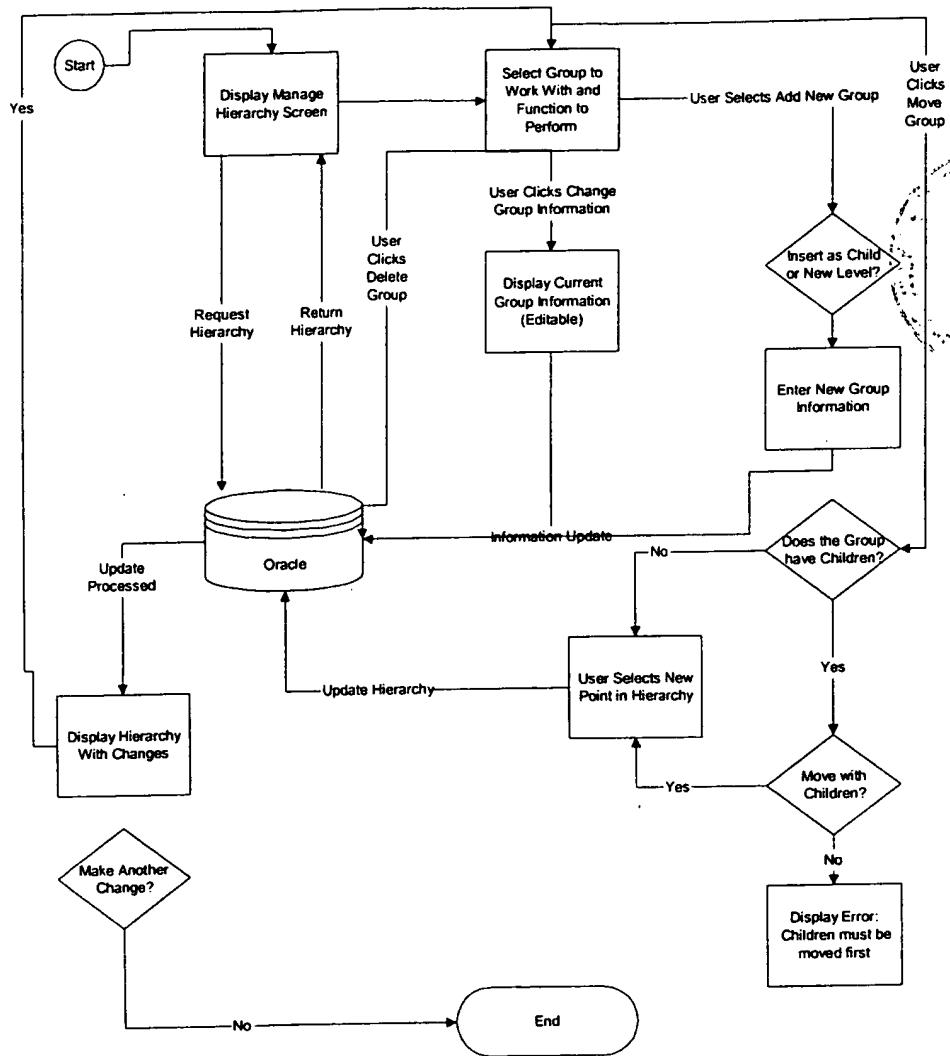


Fig. 87

TOP SECRET//COMINT

8800

8804

8802

8800

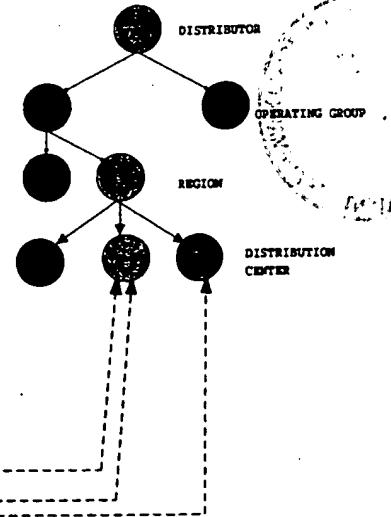
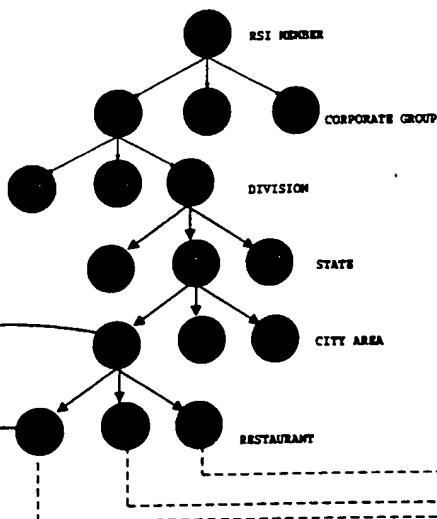


Fig. 88

8902



1400

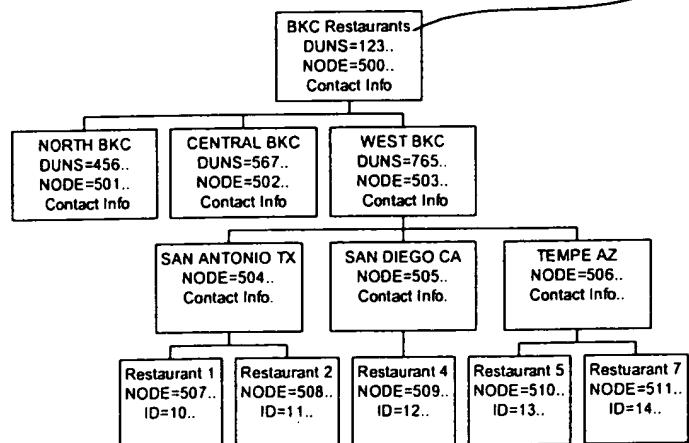
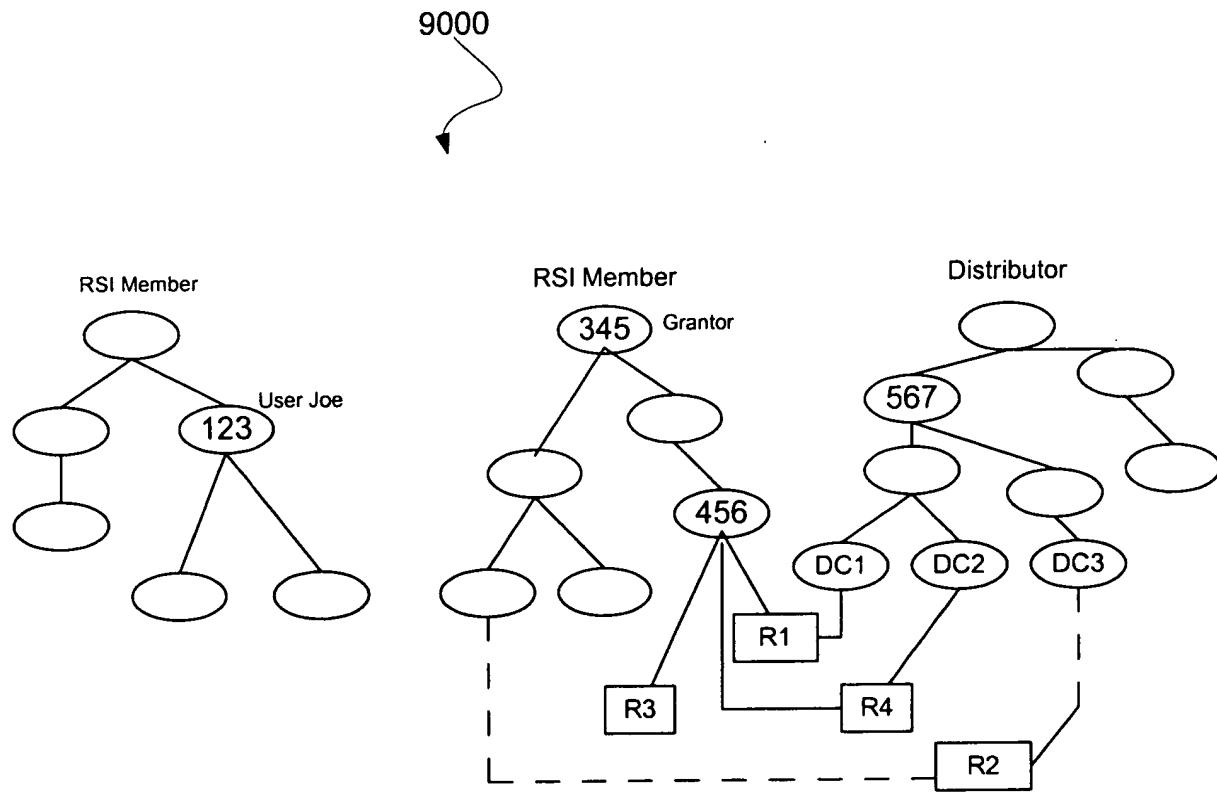


Fig. 89



**FIG. 90**

9100

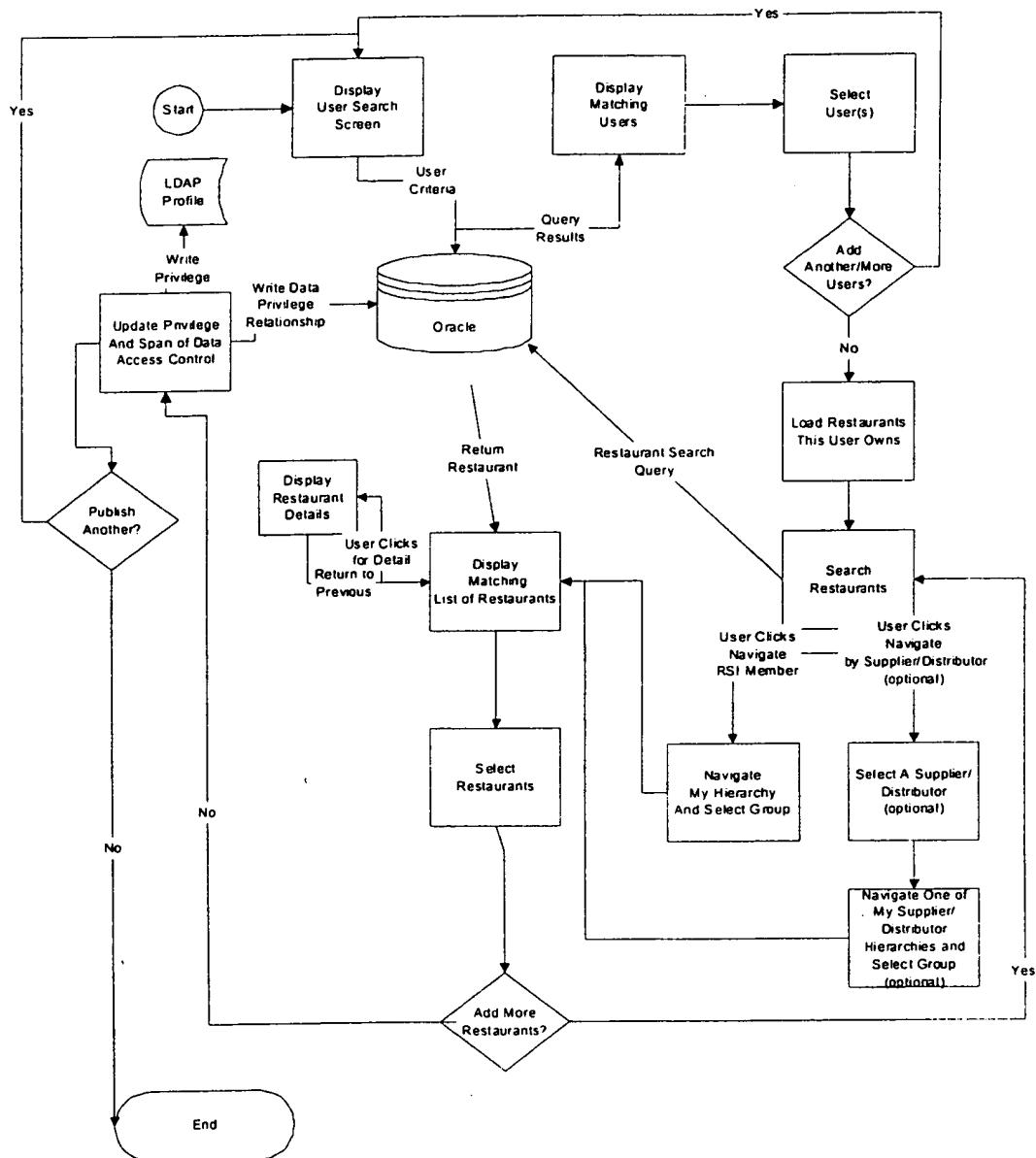
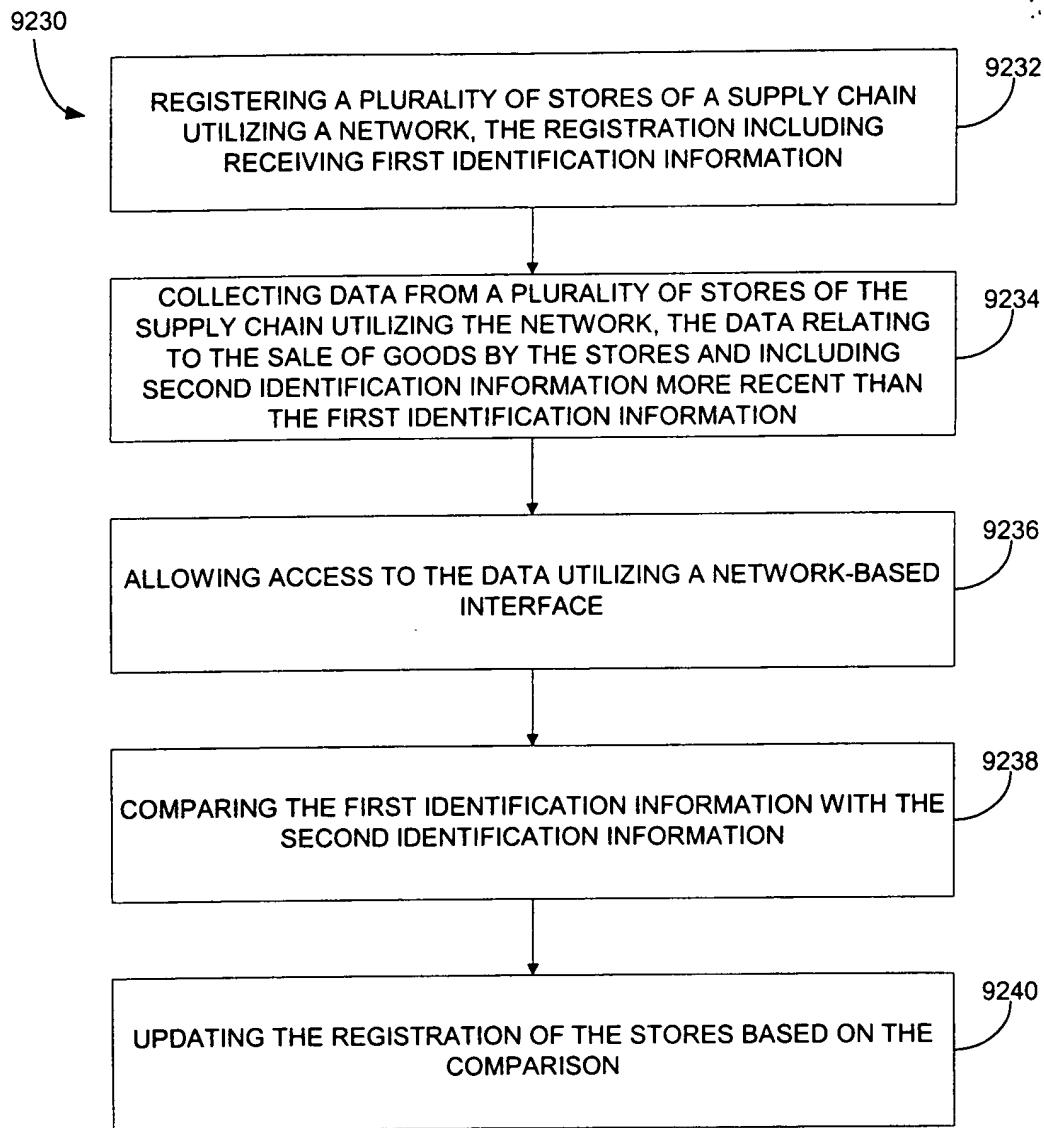
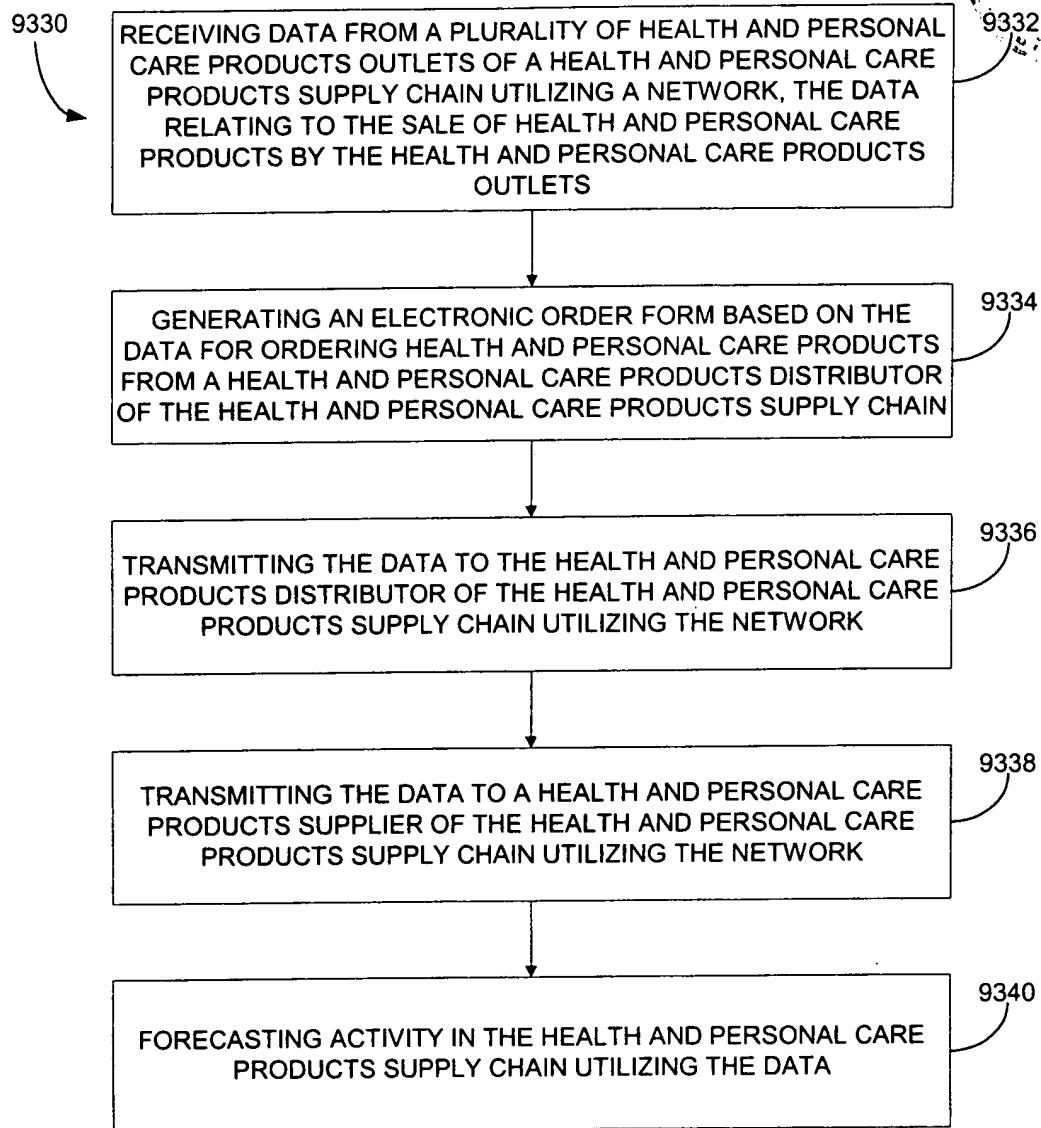


Fig. 91



**FIG. 92**



**FIG. 93**

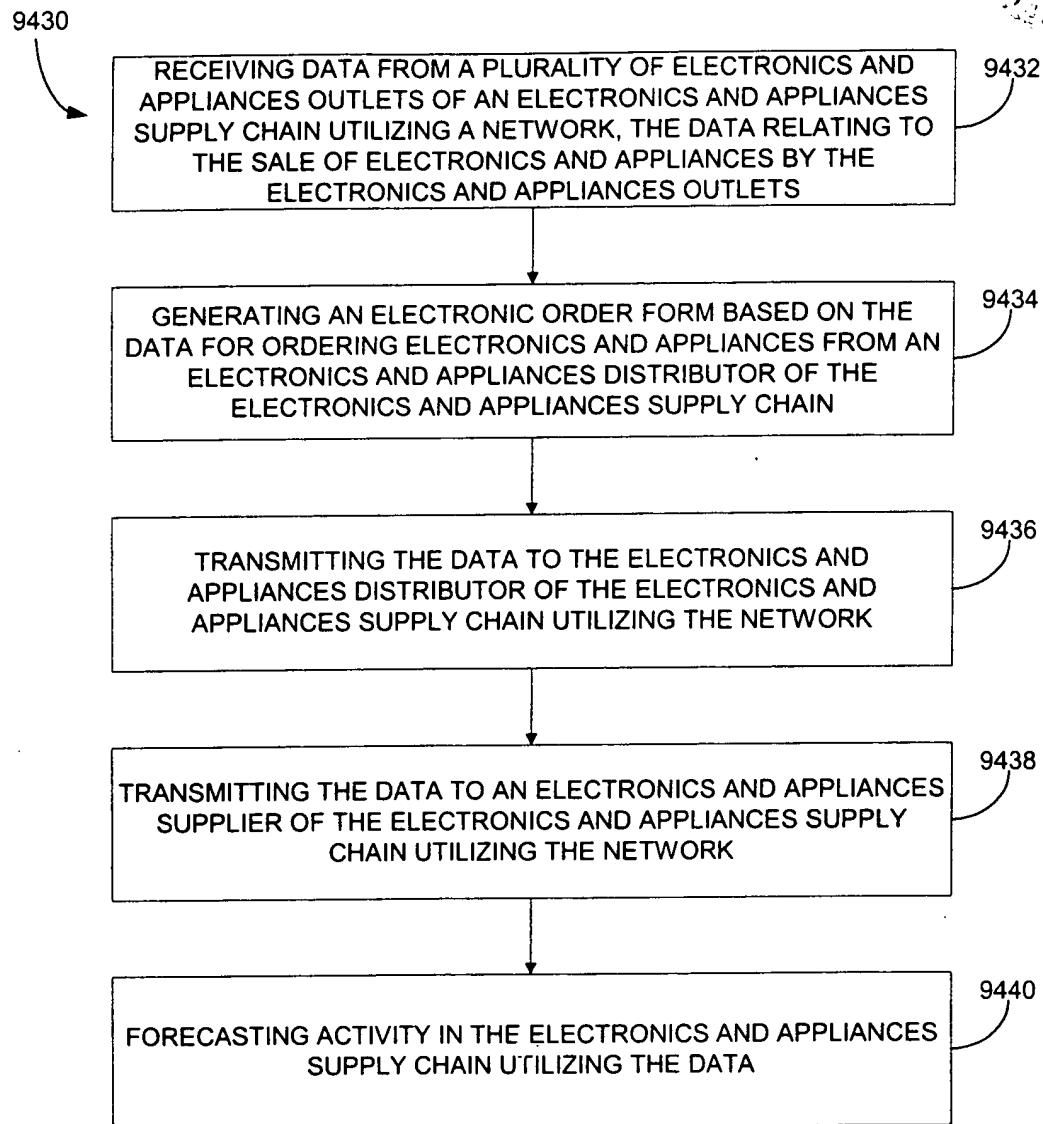
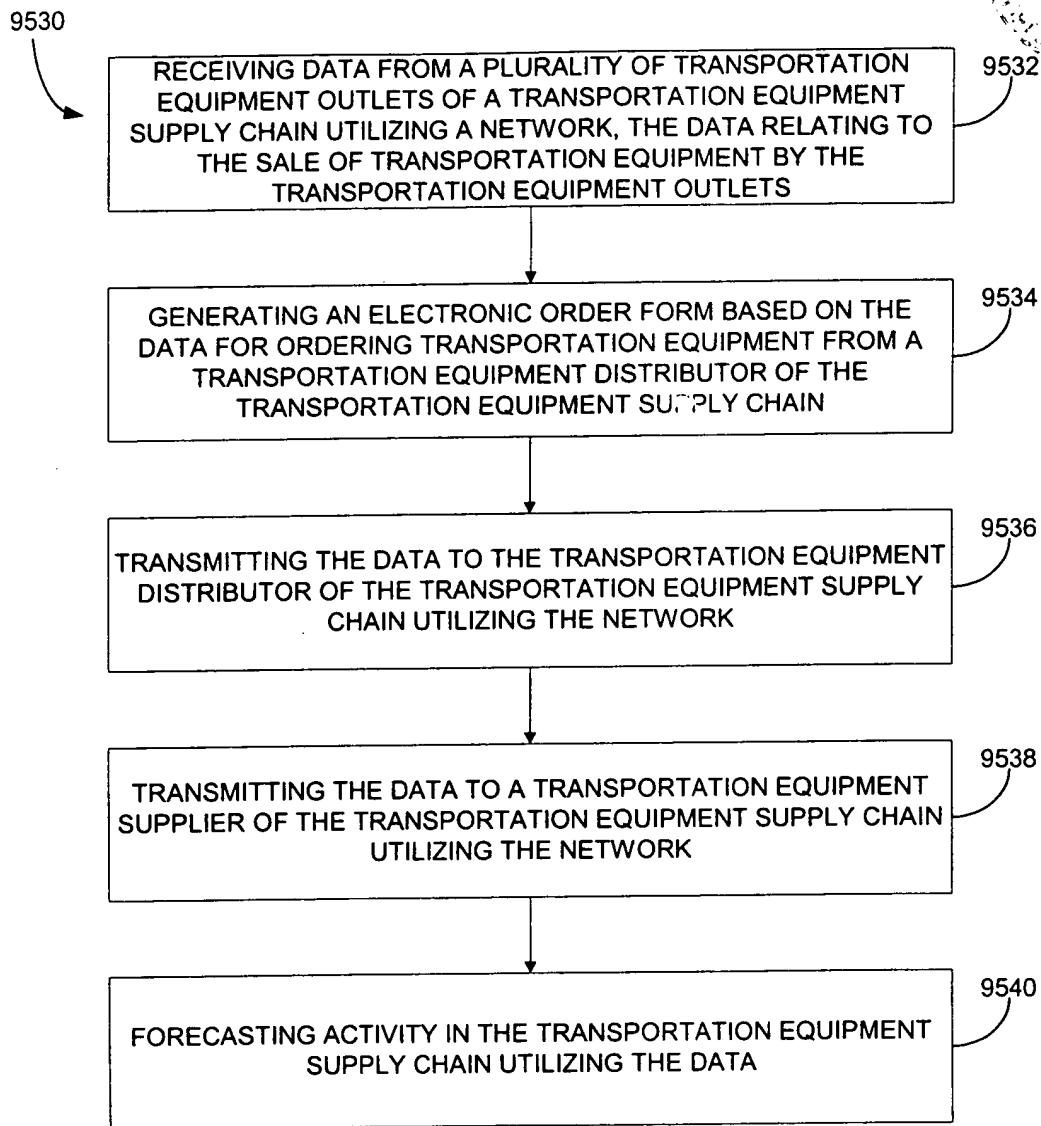
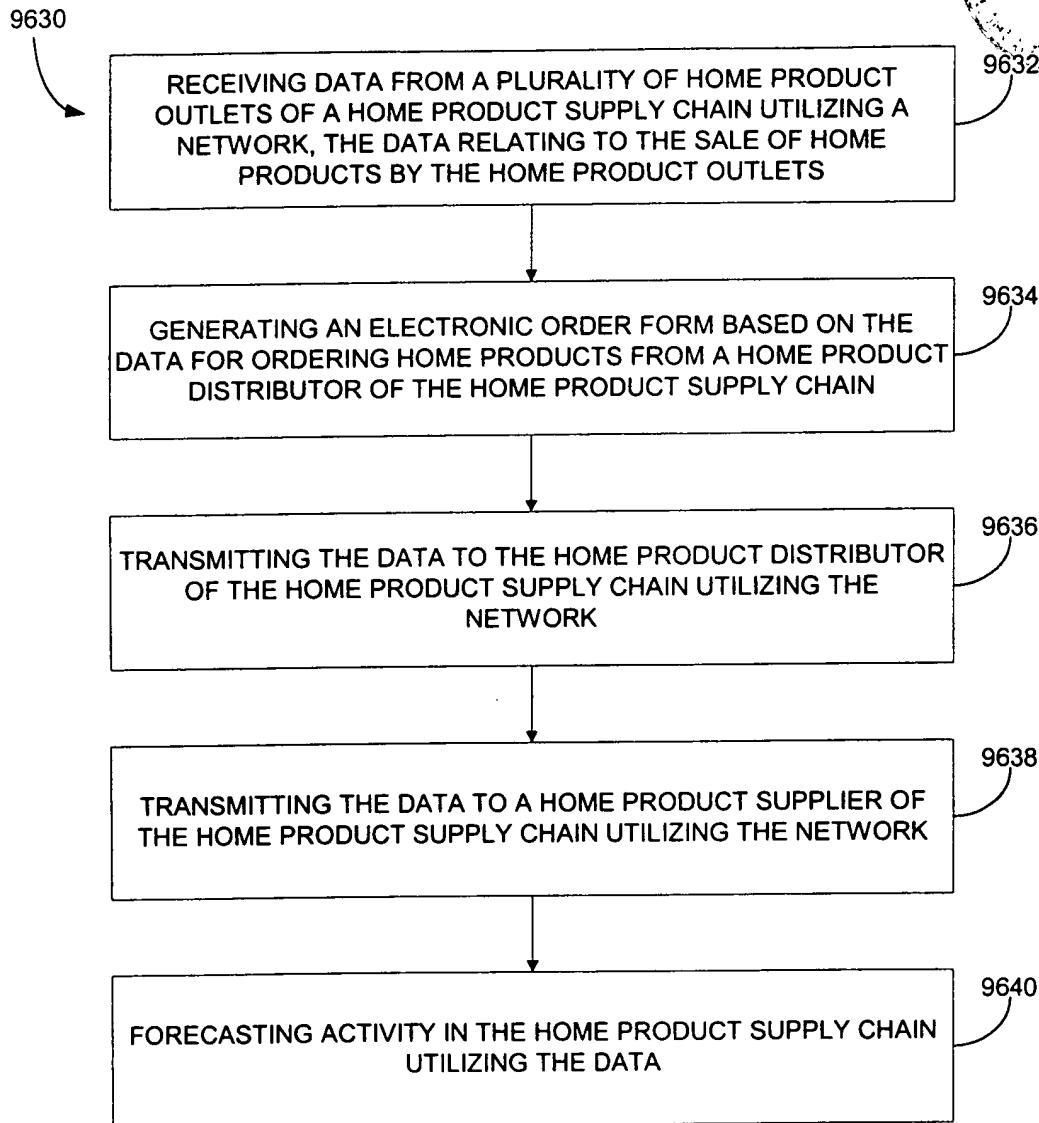


FIG. 94



**FIG. 95**

**FIG. 96**

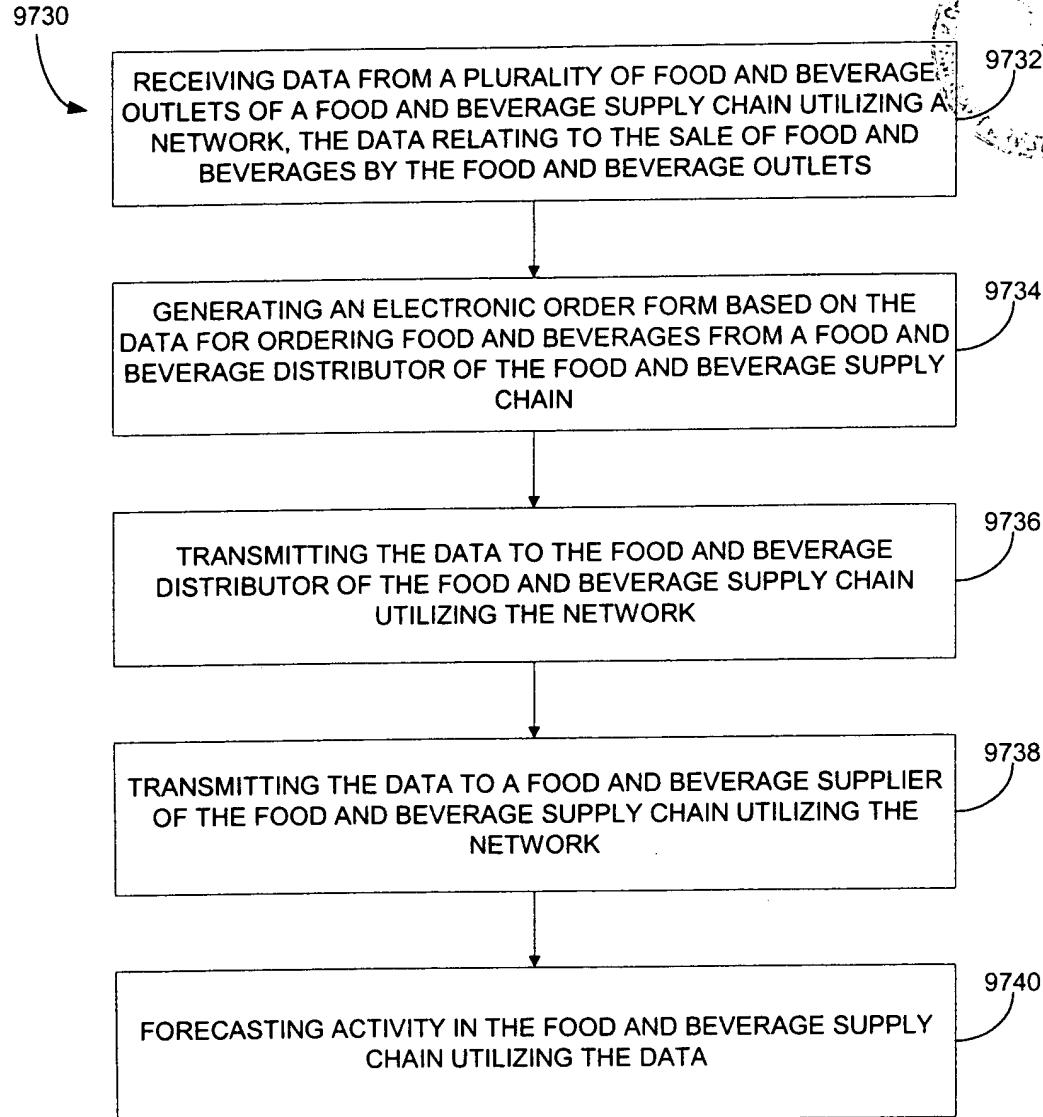
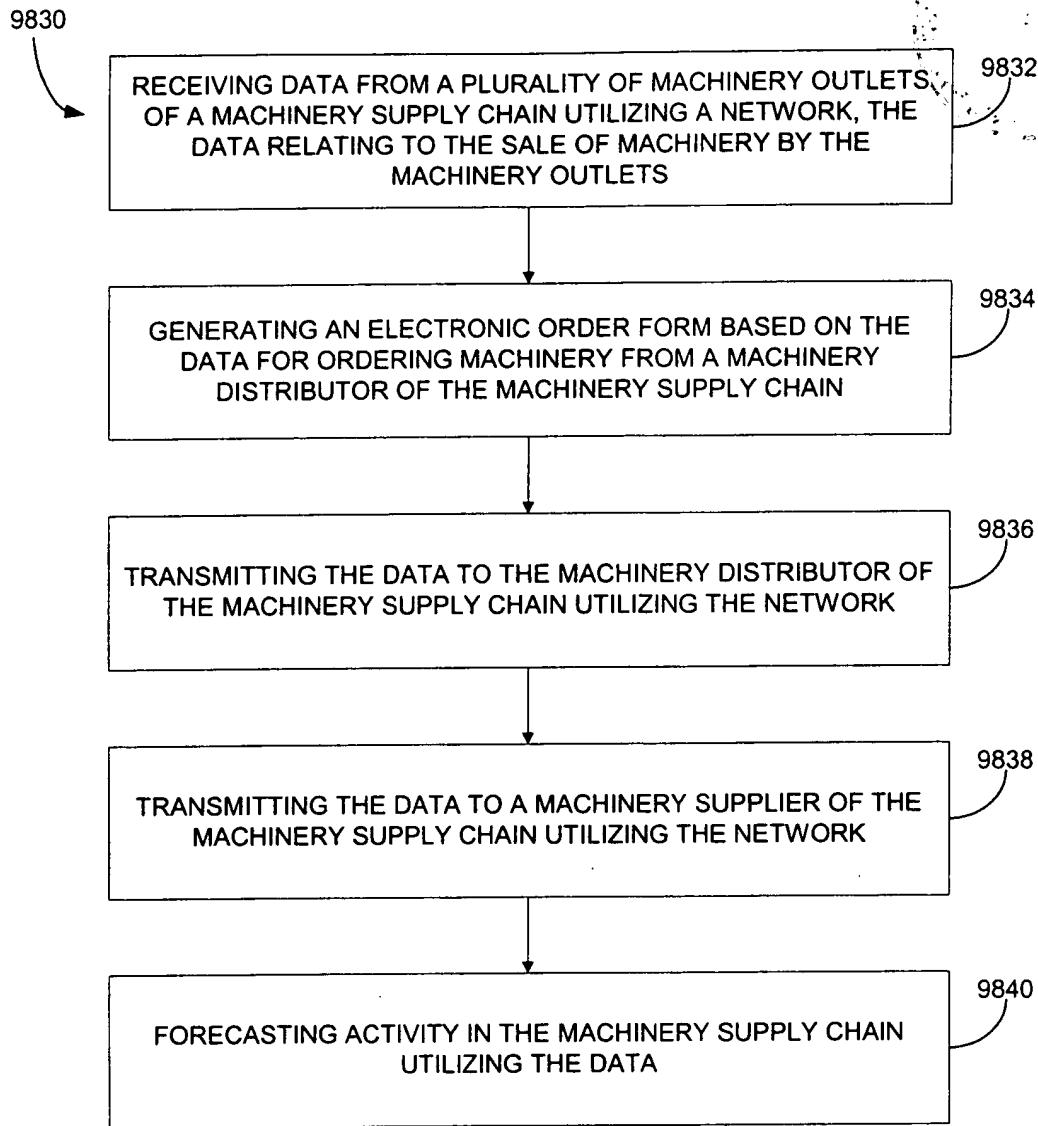
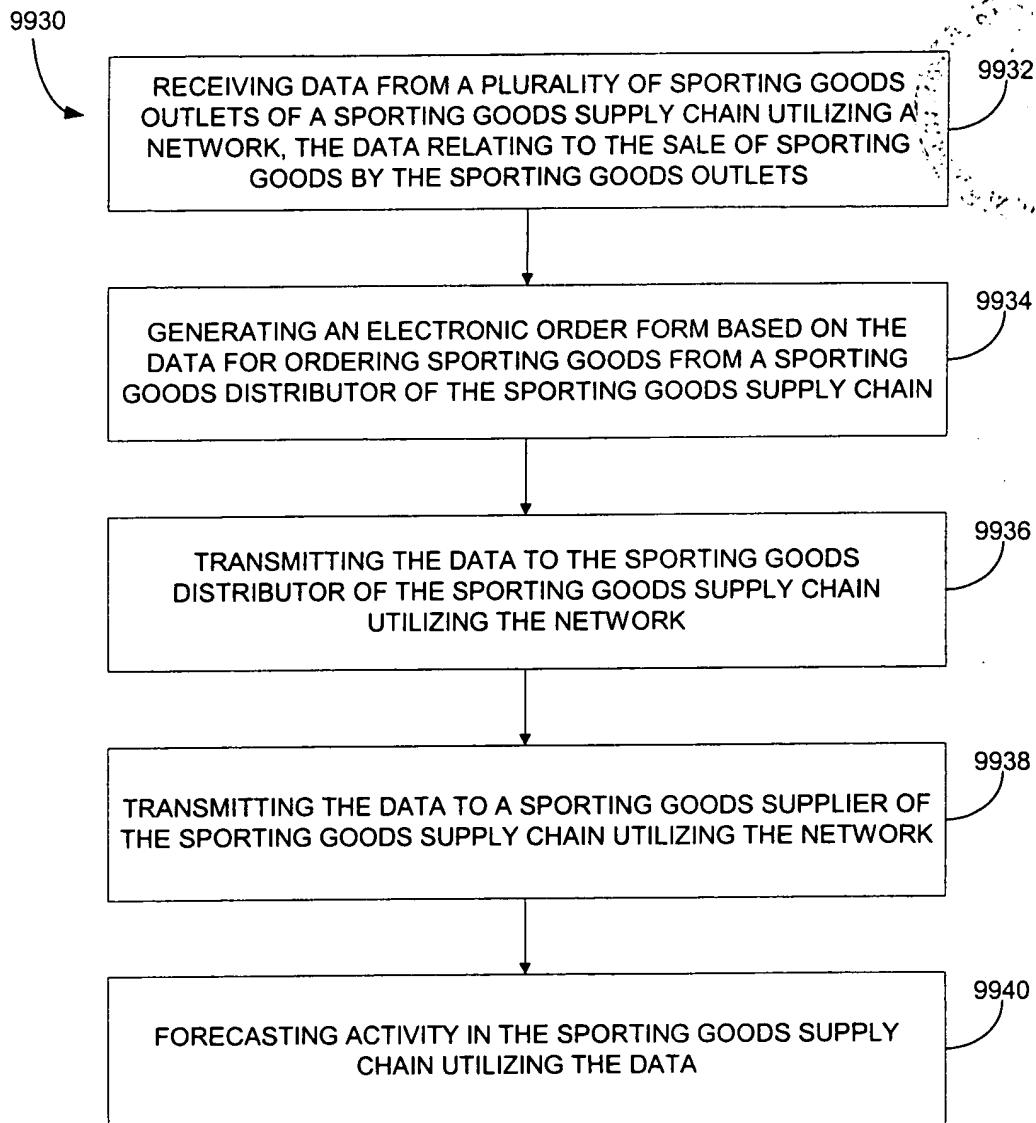


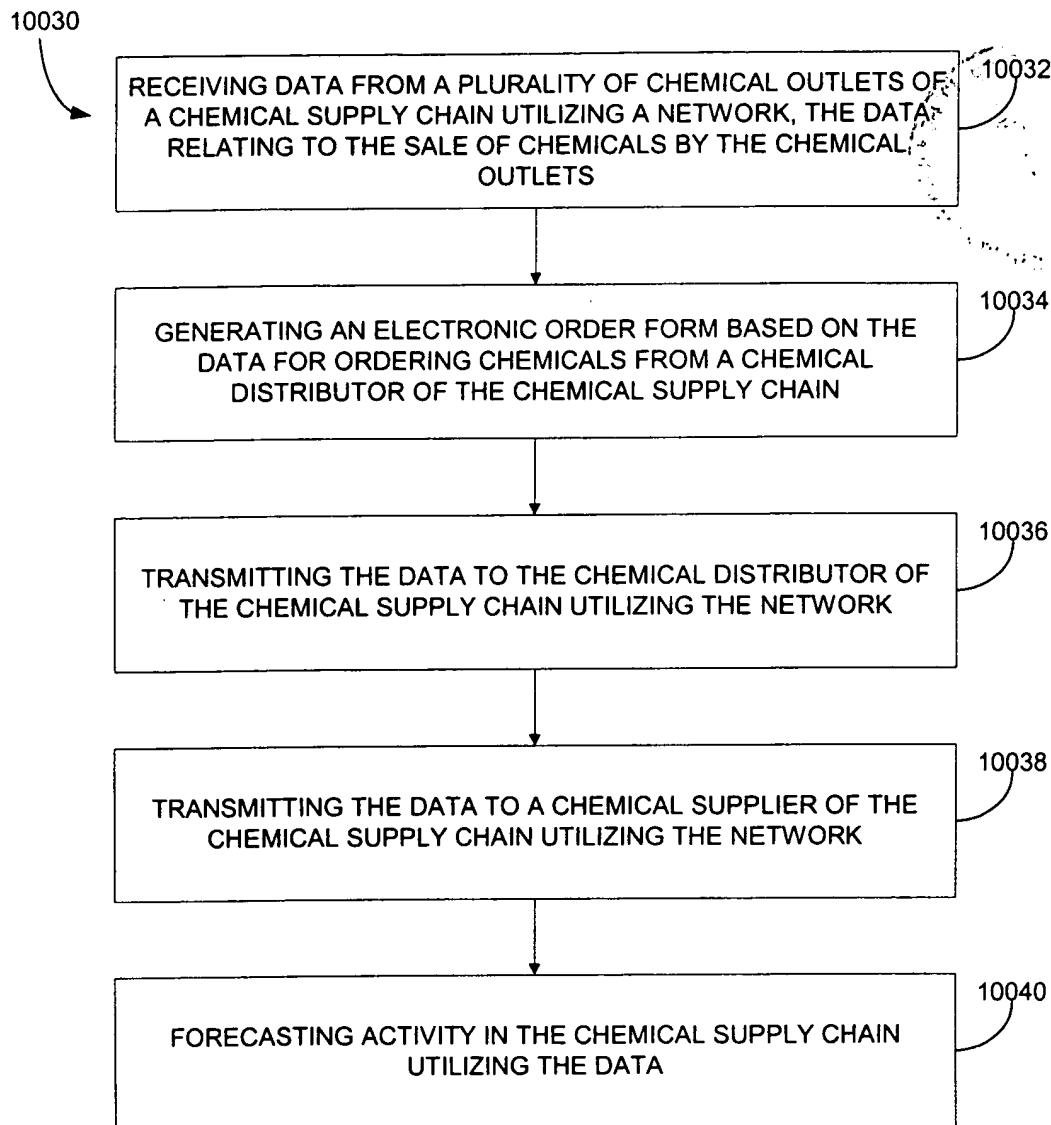
FIG. 97



**FIG. 98**

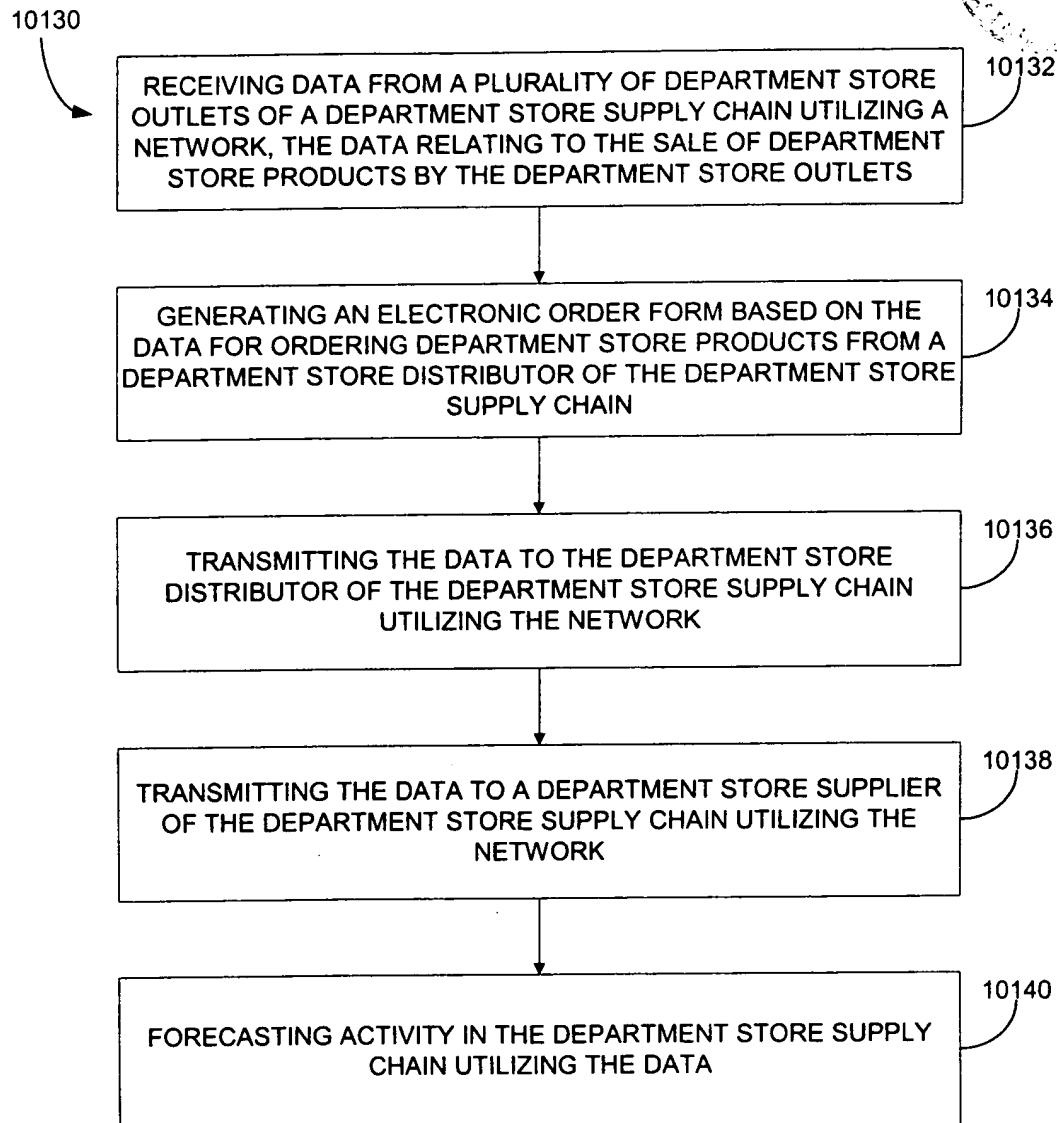
**FIG. 99**

10030 10032 10034 10036 10038 10040

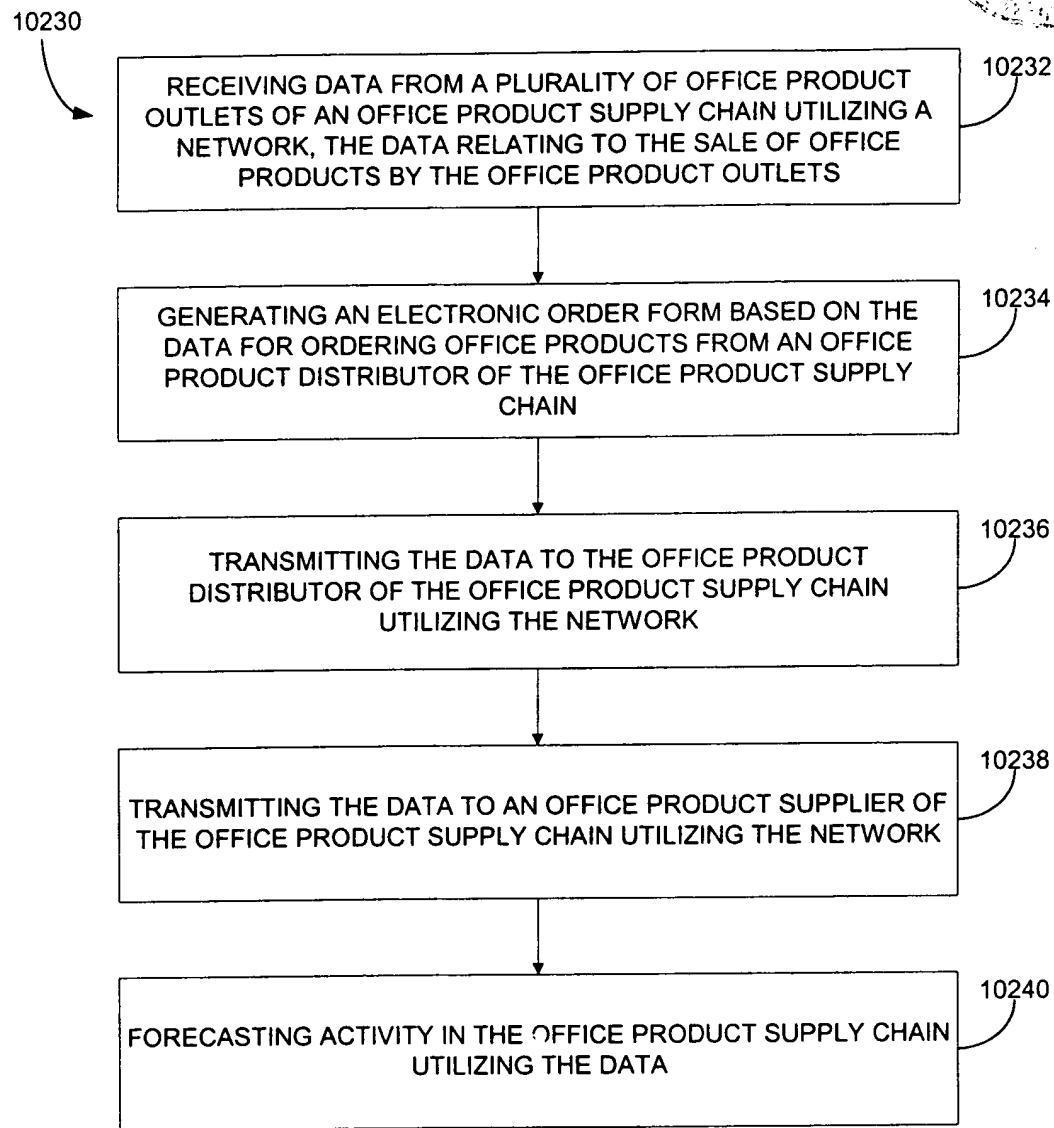


**FIG. 100**

10130 10132 10134 10136 10138 10140



**FIG. 101**



**FIG. 102A**

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS  
OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE  
DATA RELATING TO THE SALE OF BOOKS BY THE BOOK  
OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING BOOKS FROM A BOOK  
DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF  
THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

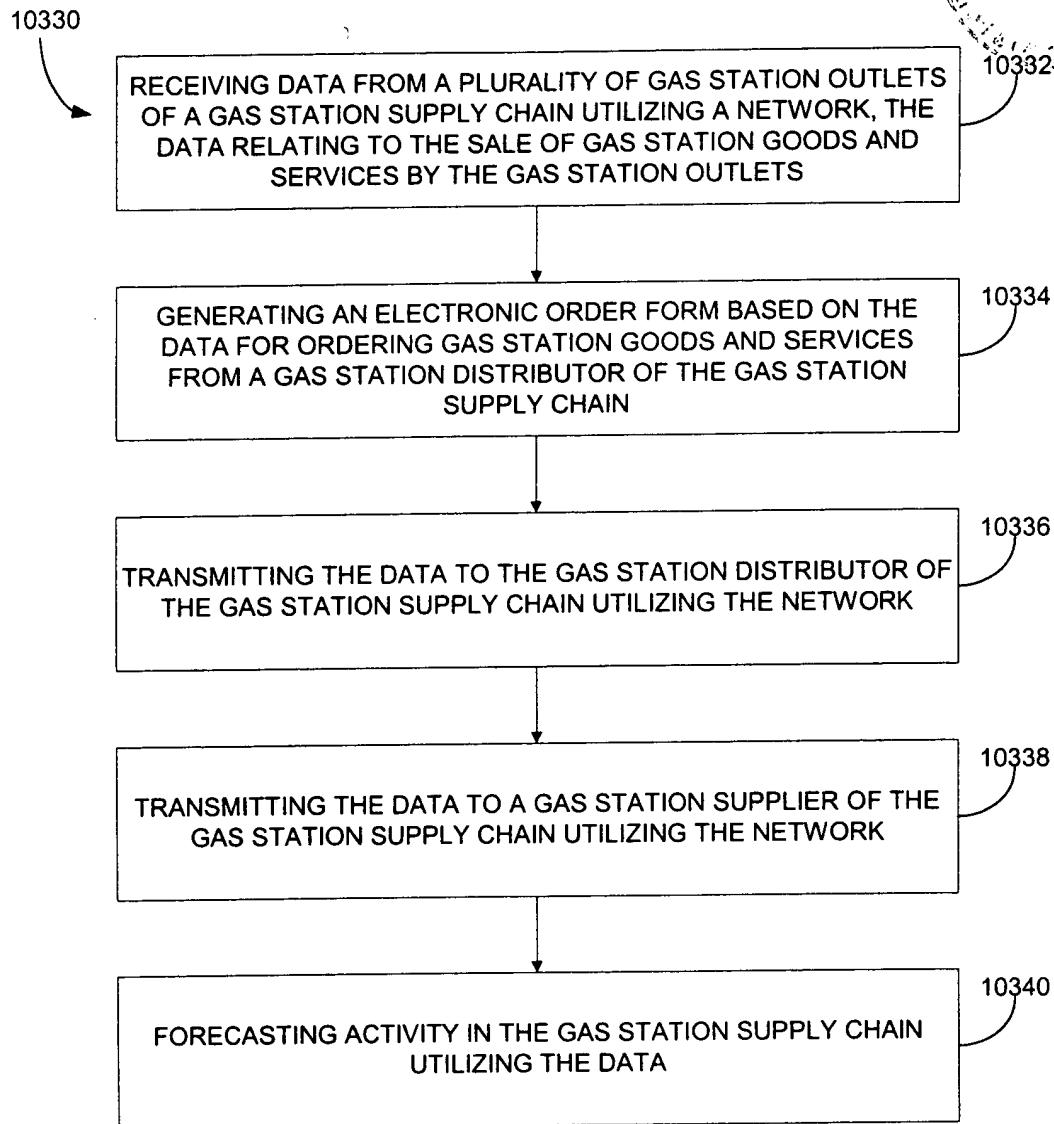
TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE  
BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10268

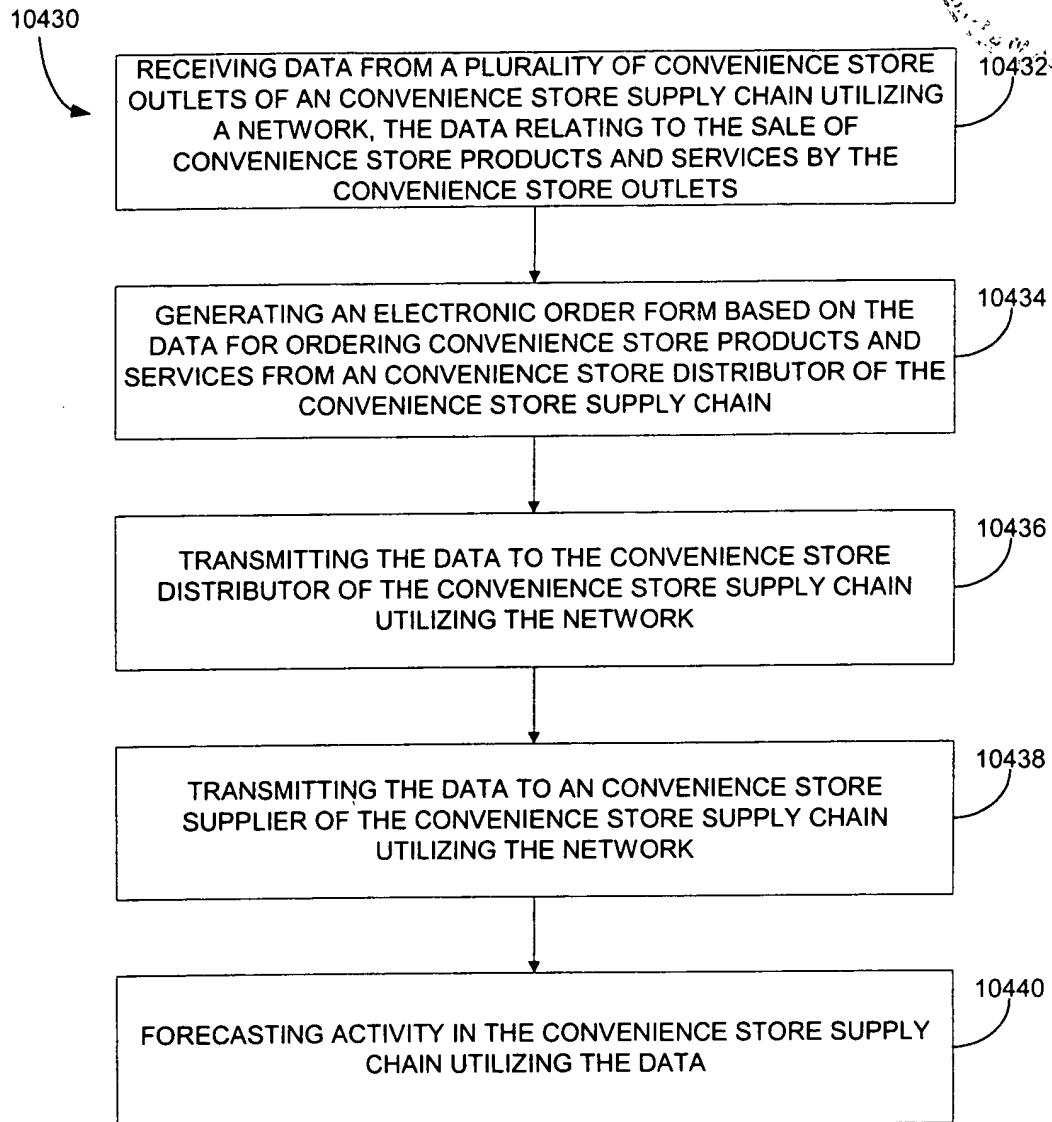
FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN  
UTILIZING THE DATA

10270

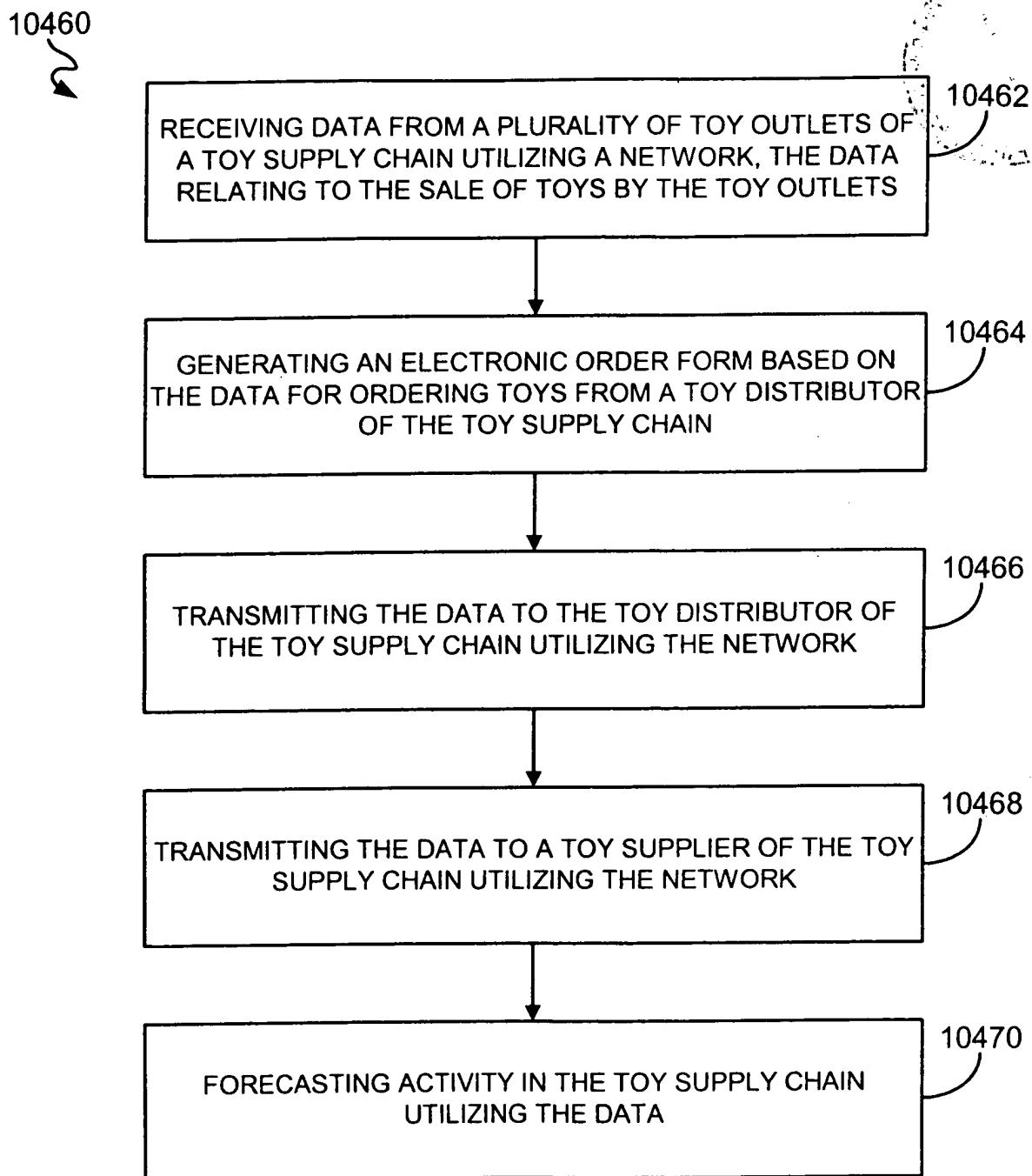
**FIG. 102B**



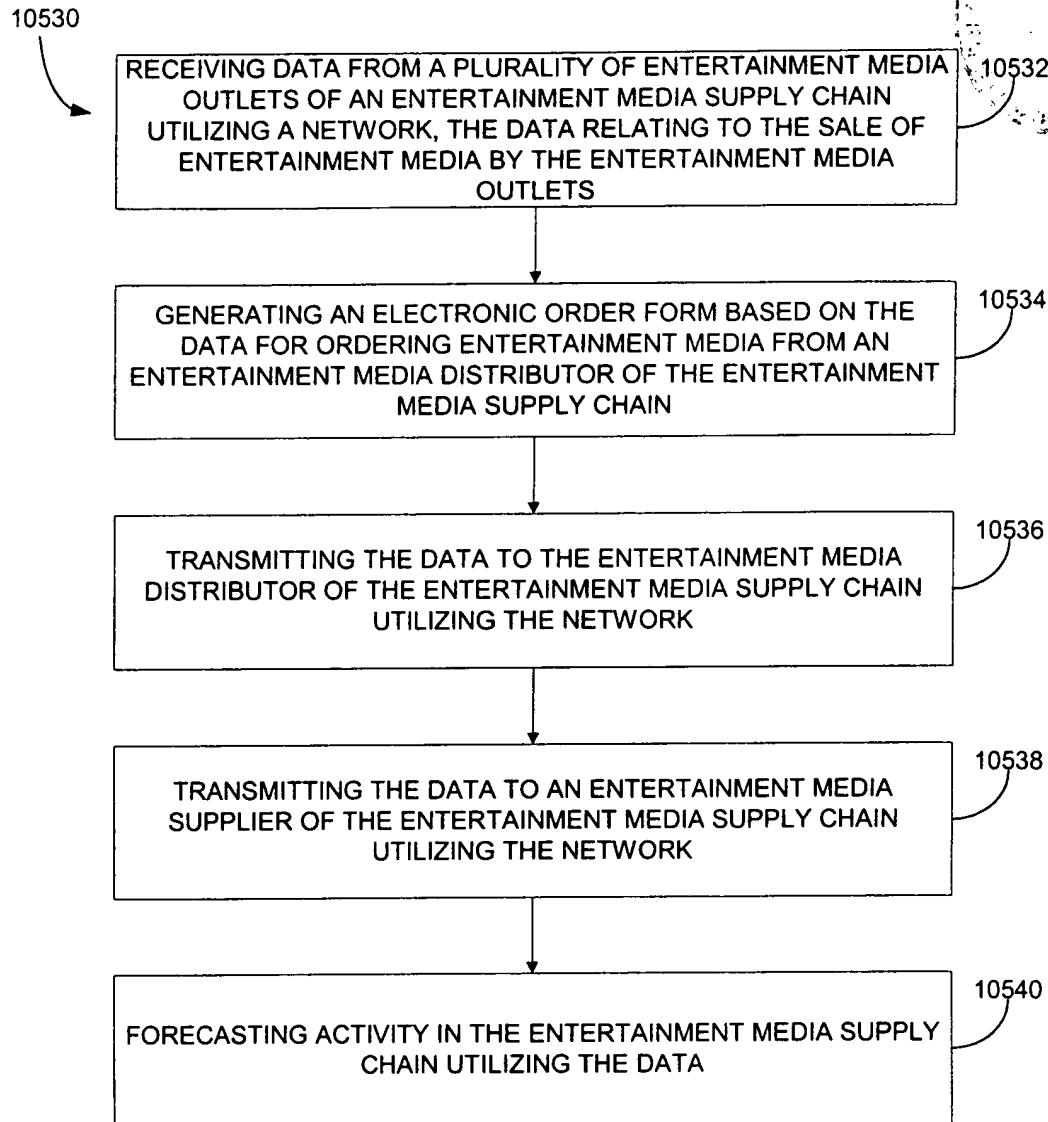
**FIG. 103**



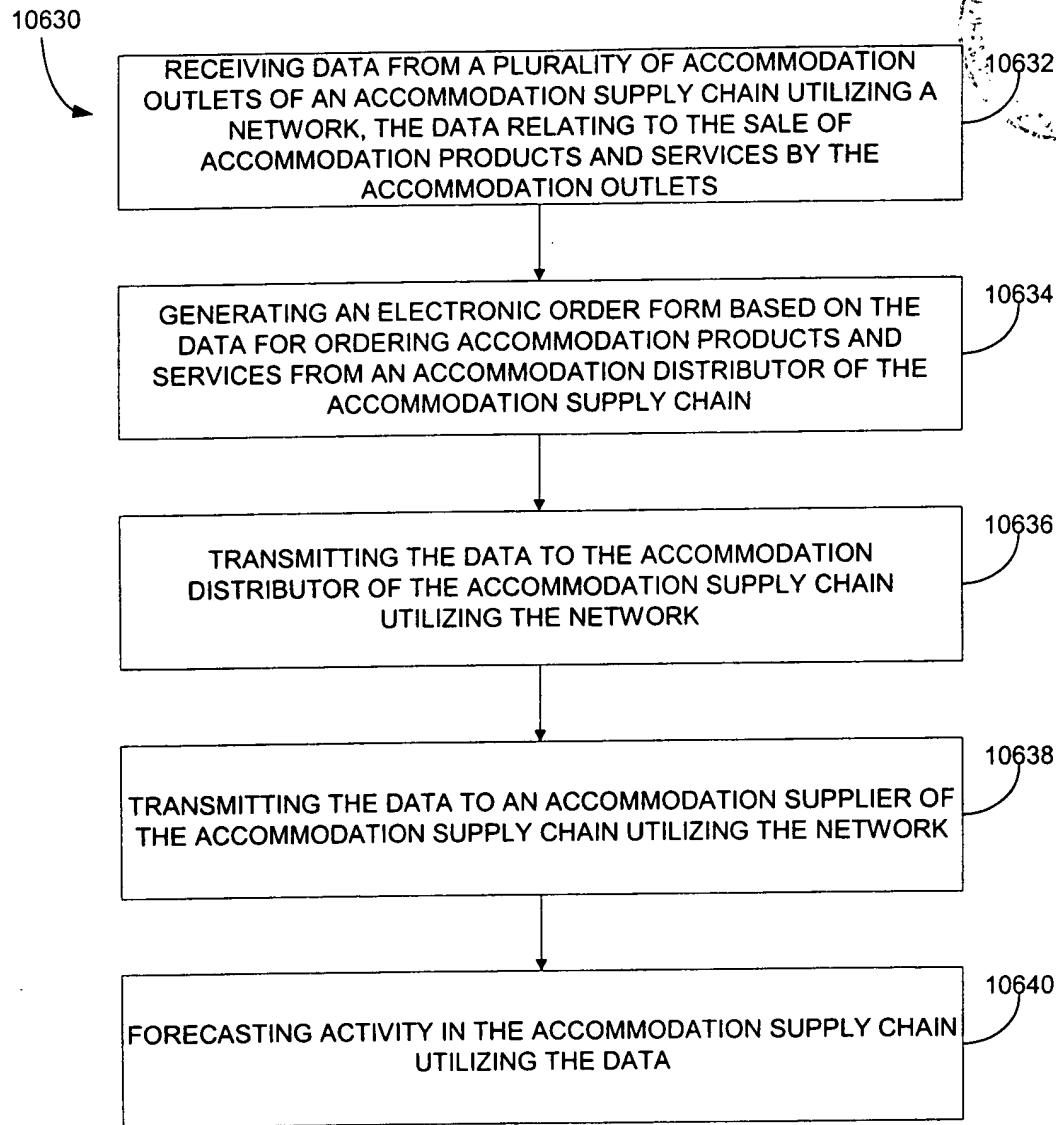
**FIG. 104A**



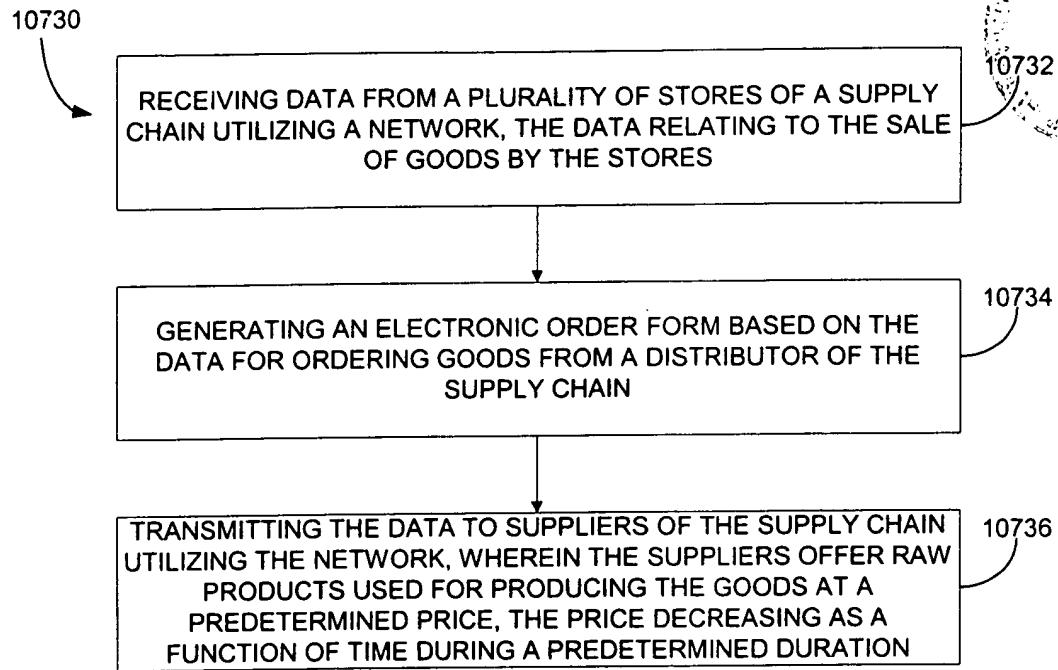
**FIG. 104B**



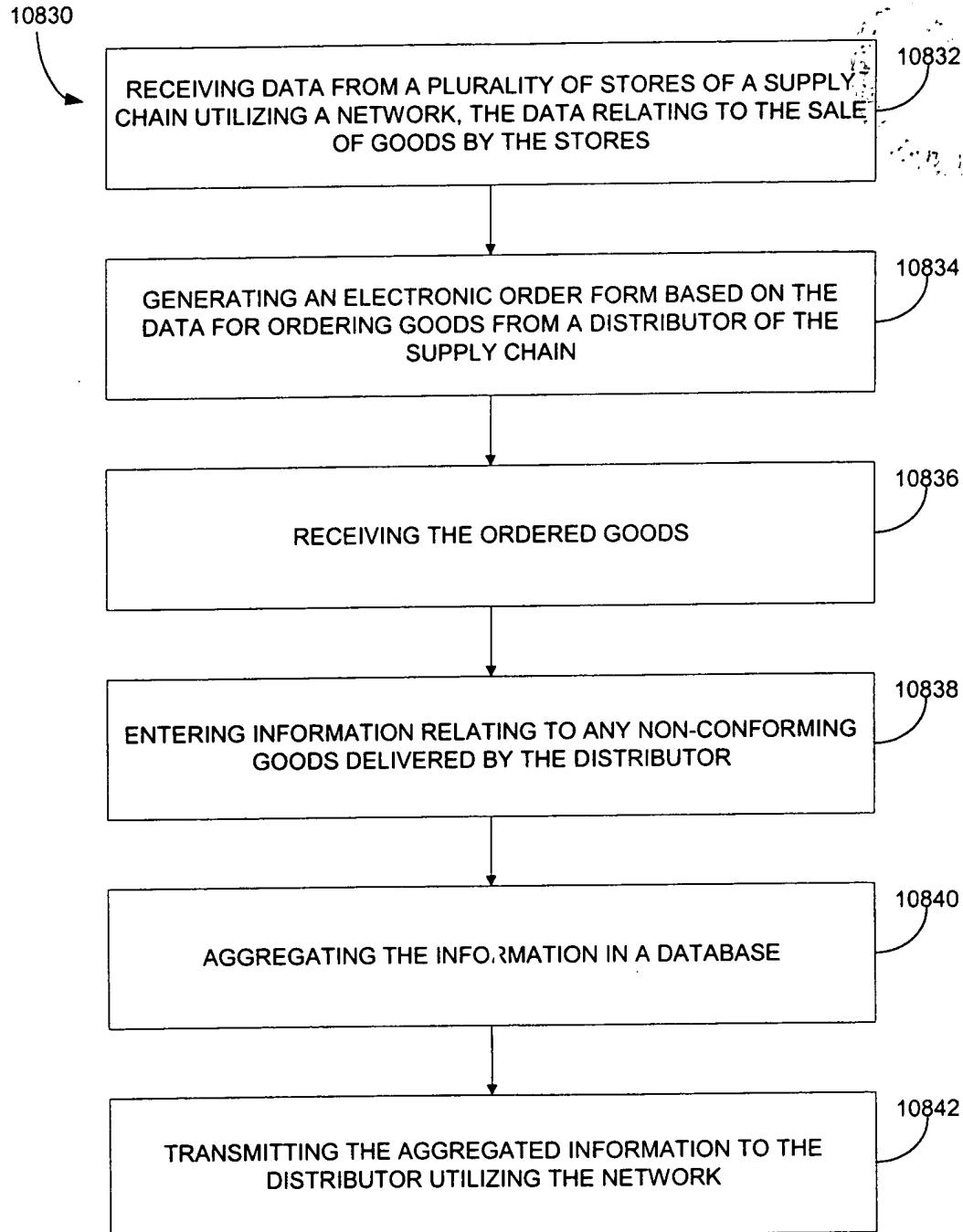
**FIG. 105**



**FIG. 106**



**FIG. 107**

**FIG. 108**

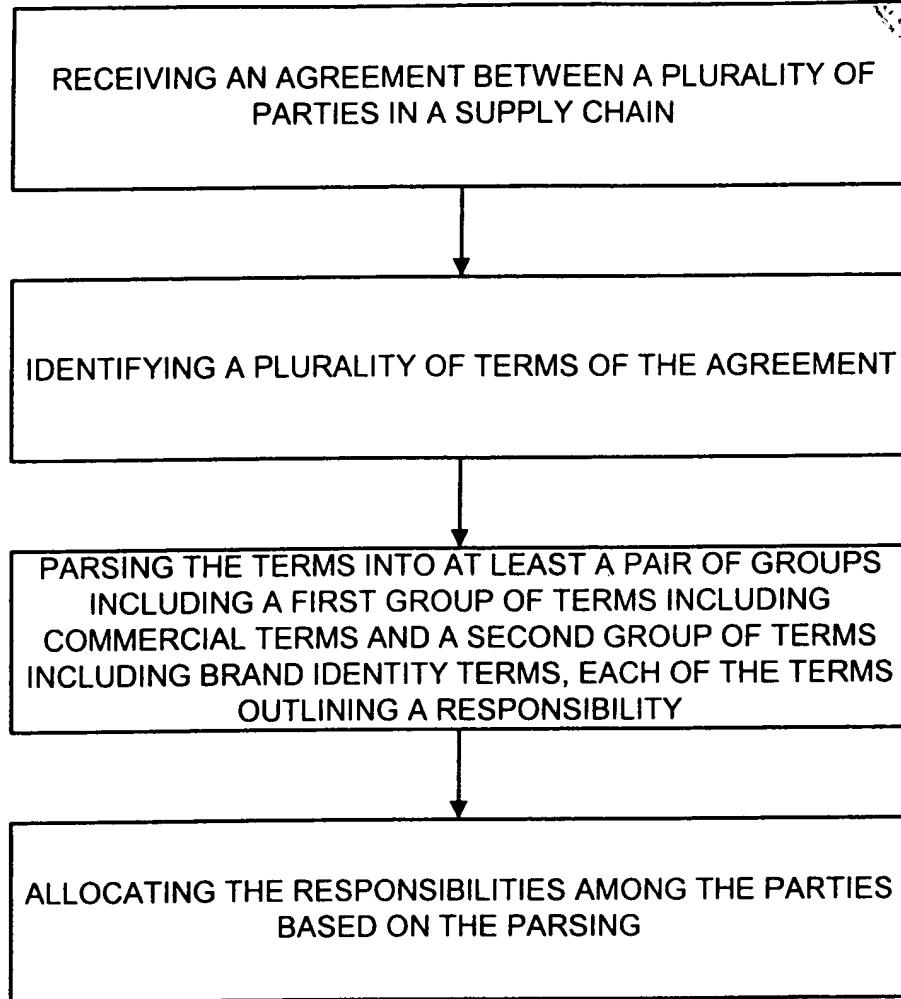
10900

10902

10904

10906

10908

**FIG. 109**

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

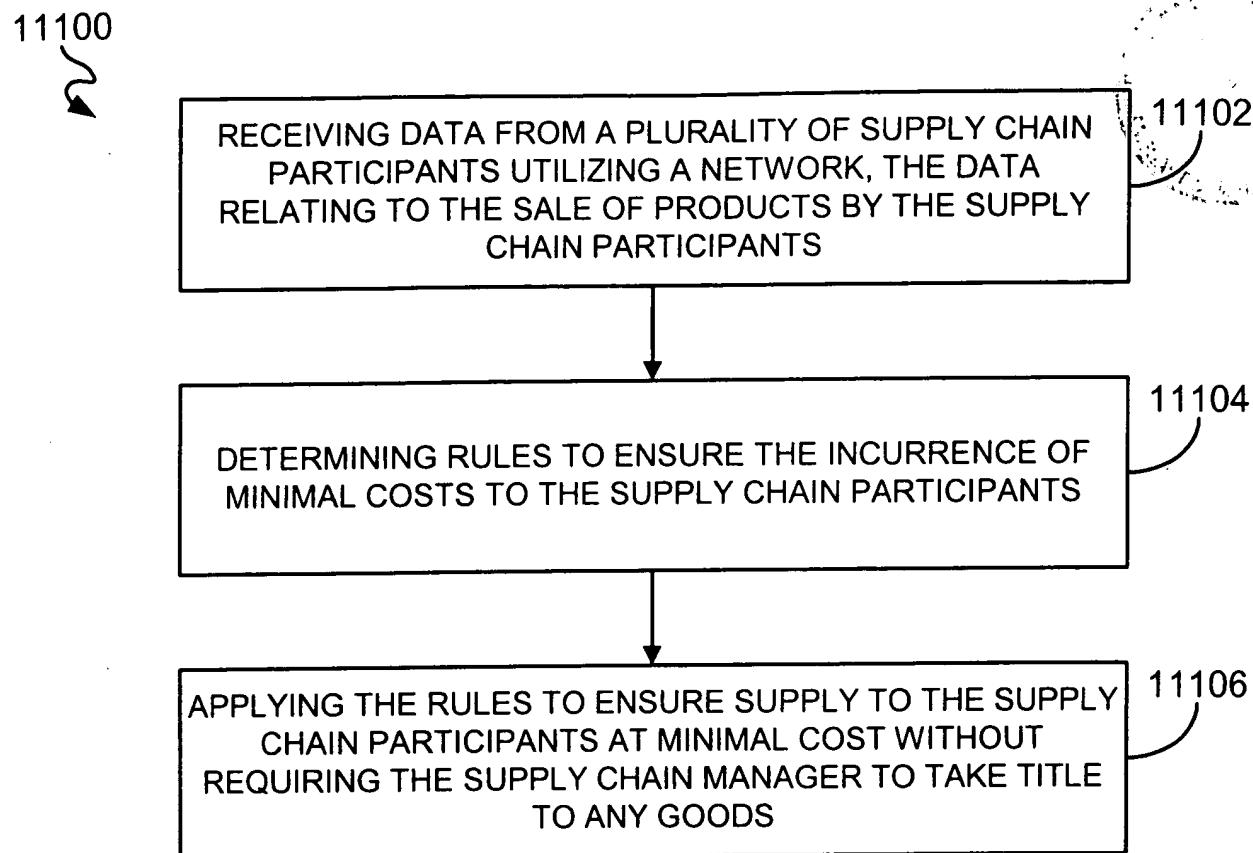
DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

**FIG. 110**



**FIG. 111**

11200

SELECTING ONE OF A PLURALITY OF CONTRACTS

11202

TRANSMITTING THE SELECTED CONTRACT TEMPLATE TO A  
SUPPLY CHAIN PARTICIPANT

11204

RECEIVING DATA FROM SUPPLY CHAIN PARTICIPANTS  
UTILIZING A NETWORK, THE DATA RELATING TO THE SALE  
OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11206

ENFORCING THE CONTRACT TEMPLATES IN ACCORDANCE  
WITH THE DATA

11208

**FIG. 112**

11300

REGISTERING A PLURALITY OF DISTRIBUTORS OF A SUPPLY CHAIN

11302

ASSIGNING DISTRIBUTION MANAGEMENT RIGHTS TO A SUPPLY CHAIN MANAGER

11304

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11306

MANAGING THE USE OF THE DATA DURING THE DISTRIBUTION OF PRODUCTS TO THE OUTLETS BY THE DISTRIBUTORS, WHEREIN THE MANAGING IS HANDLED BY THE SUPPLY CHAIN MANAGER

11308

**FIG. 13**

11400

REGISTERING A PLURALITY OF DISTRIBUTORS OF A SUPPLY CHAIN

11402

ORGANIZING AND ASSIGNING, THROUGH A SUPPLY CHAIN MANAGER, A LOCAL DISTRIBUTION COMMITTEE FOR EACH DISTRIBUTOR

11404

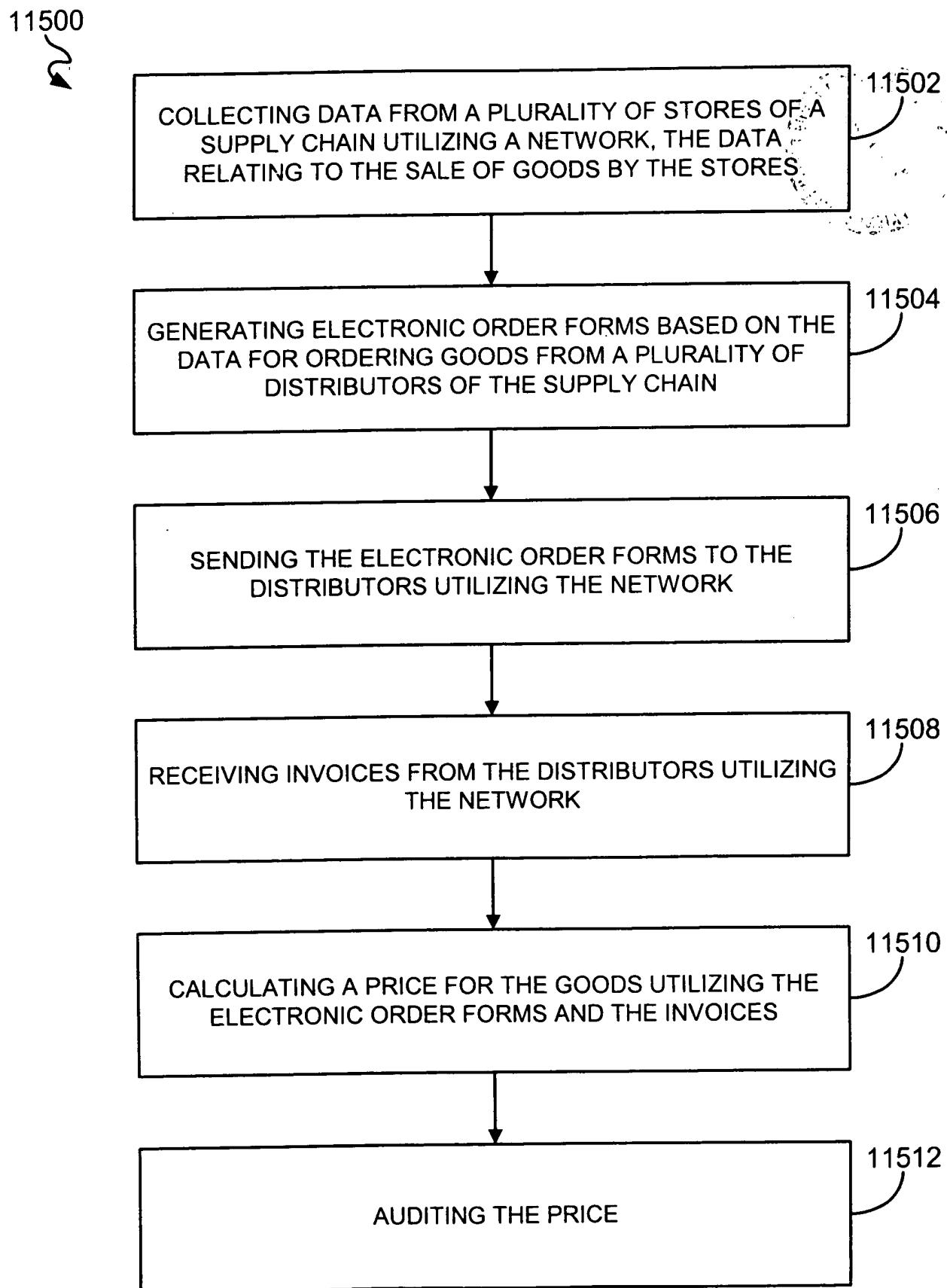
RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11406

TRANSMITTING THE DATA TO EACH OF THE DISTRIBUTORS VIA THE CORRESPONDING LOCAL DISTRIBUTION COMMITTEE UTILIZING THE NETWORK

11408

**FIG. 114**



**FIG. 115**

11600

11602

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

11604

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11606

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

11608

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

11610

TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11612

AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

**FIG. 116**

04084577 030502

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF GOODS BY THE OUTLETS

11702

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-  
BASED INTERFACE

11704

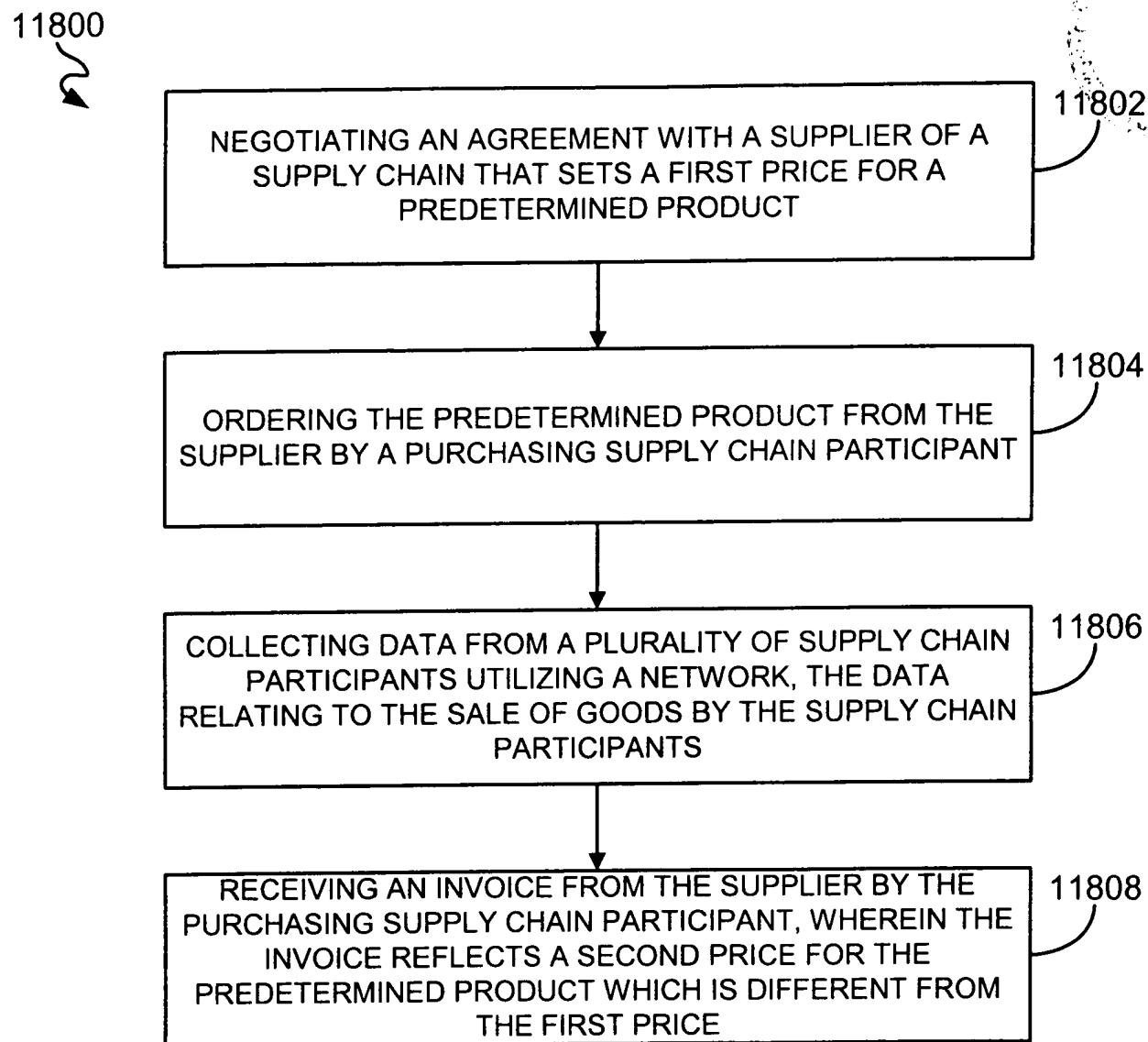
PROCESSING THE DATA

11706

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A  
SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE  
SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED  
OVER THE NETWORK

11708

**FIG. 117**



**FIG. 118**

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

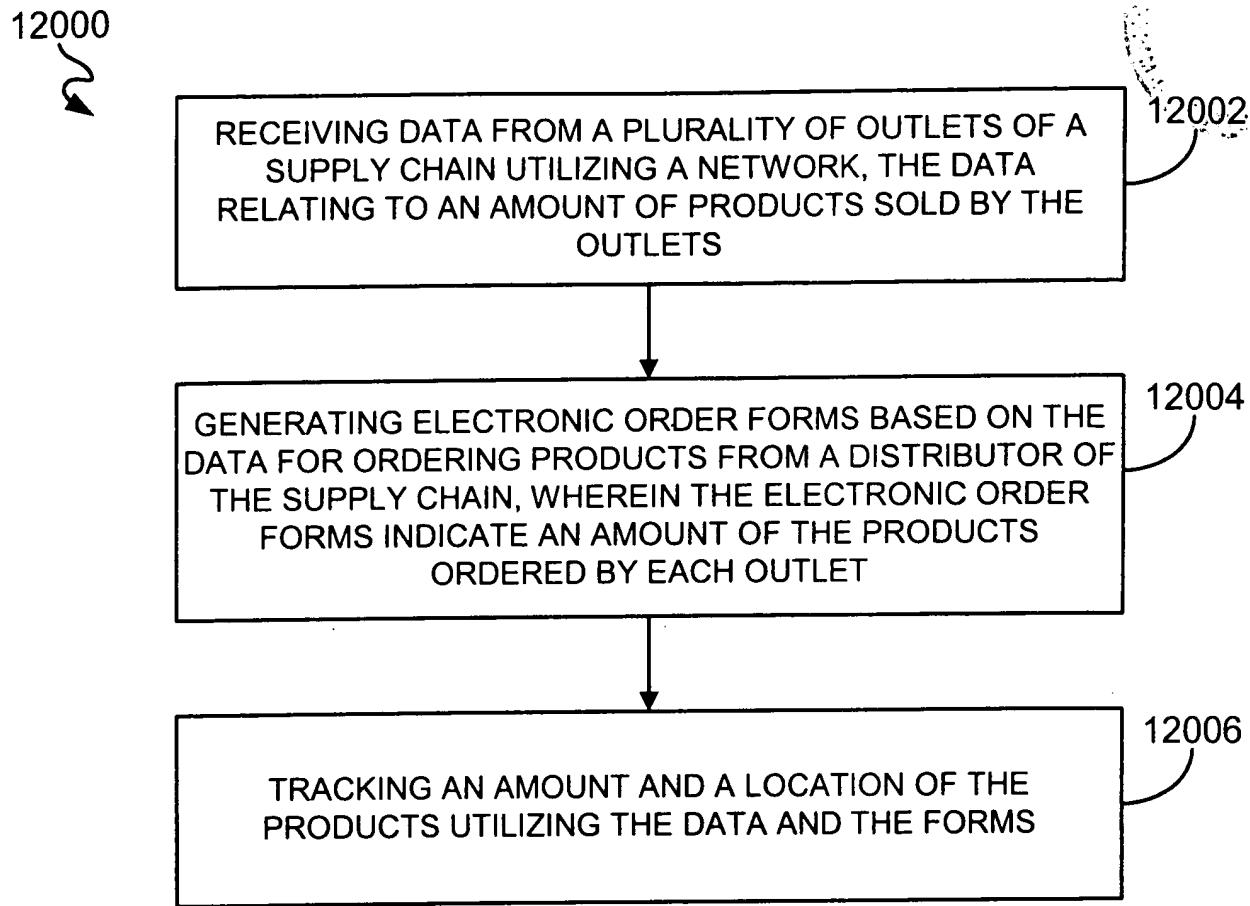
11902

11904

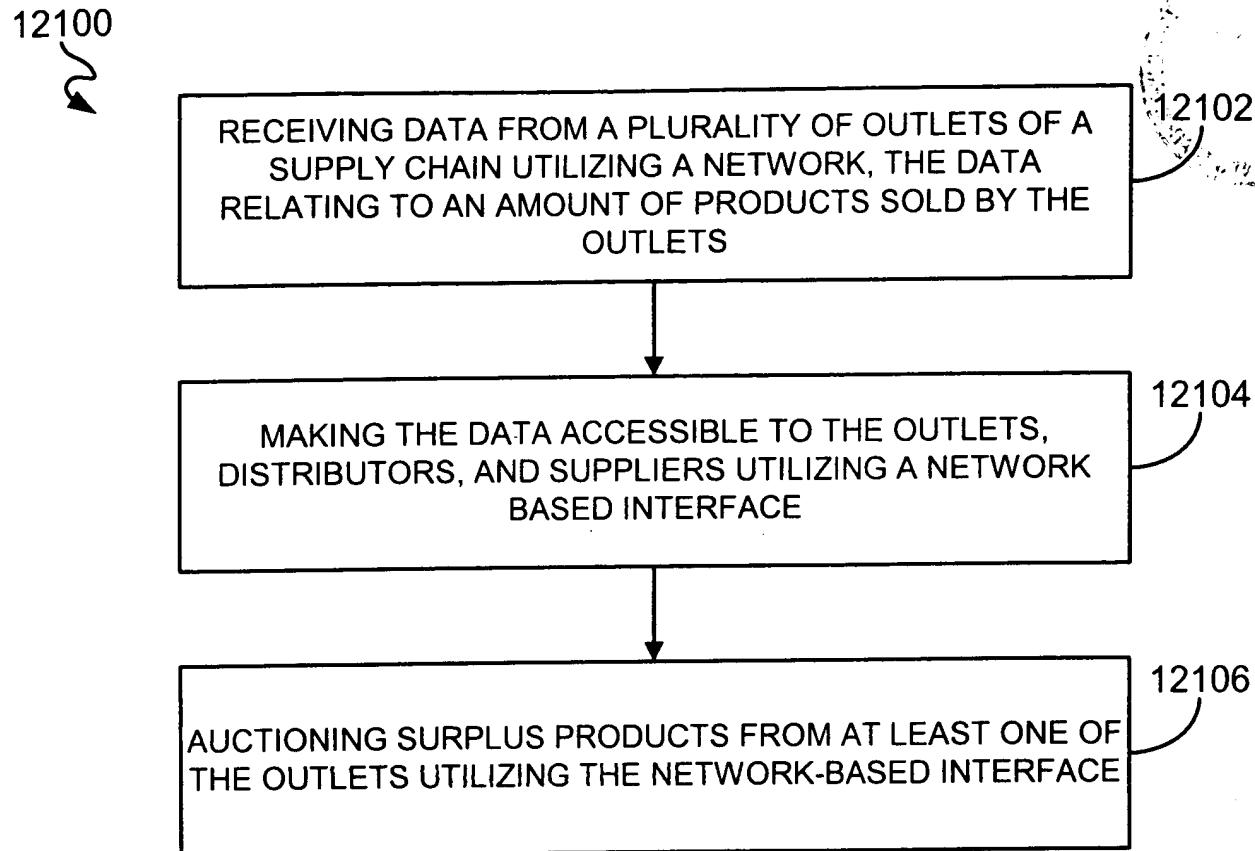
11906

11908

**FIG. 119**



**FIG. 120**



**FIG. 121**

12200

12202

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

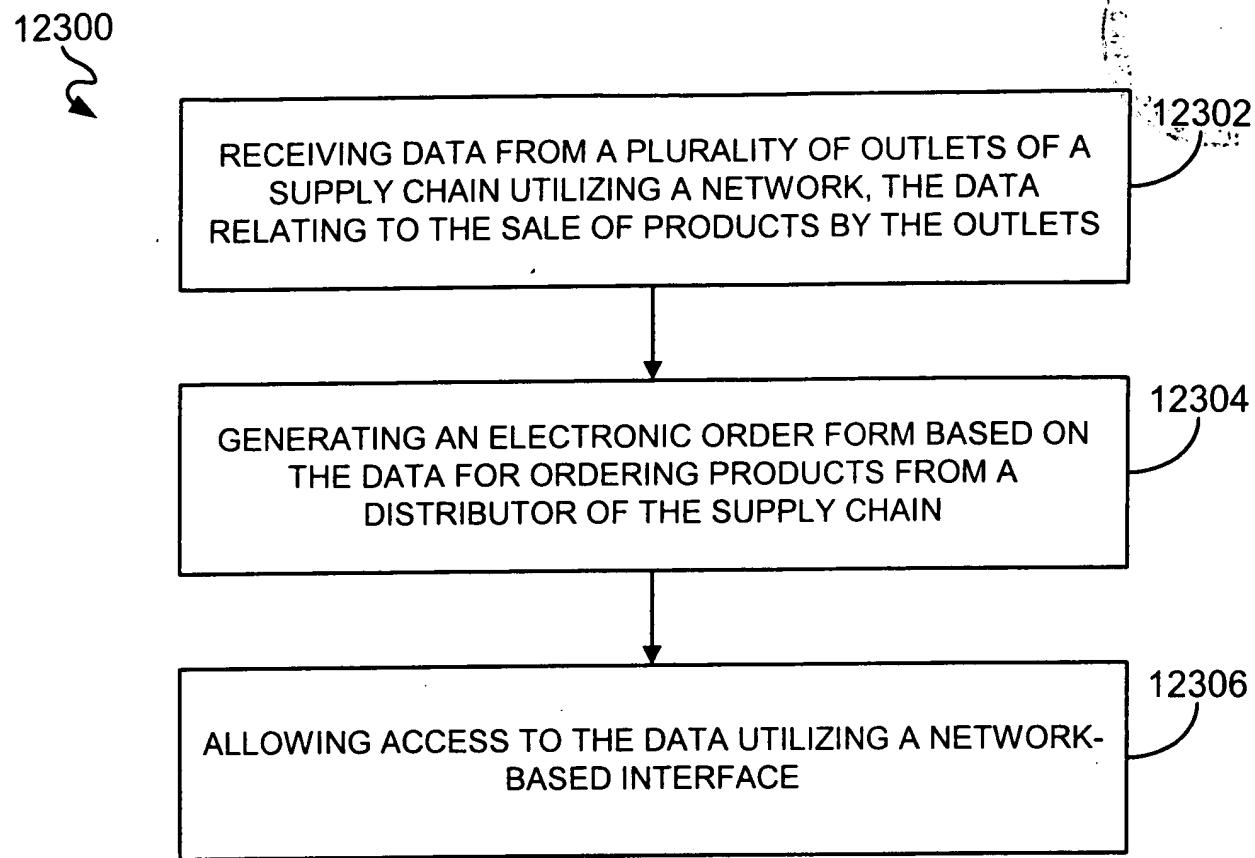
12204

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING PRODUCTS FROM A  
DISTRIBUTOR OF THE SUPPLY CHAIN

12206

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-  
BASED INTERFACE EQUIPPED TO HANDLE SECURE  
SOCKETS LAYER (SSL) PROTOCOL

**FIG. 122**



**FIG. 123**

12400

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402

GENERATING A CALENDAR OF EVENTS

12404

ALLOWING ACCESS TO THE CALENDAR OF EVENTS  
UTILIZING A NETWORK-BASED INTERFACE

12406

**FIG. 124**

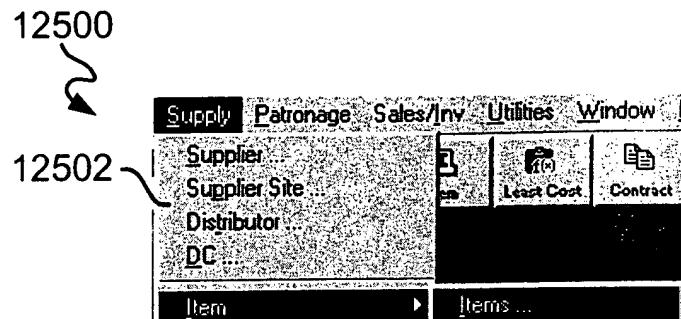


FIG. 125

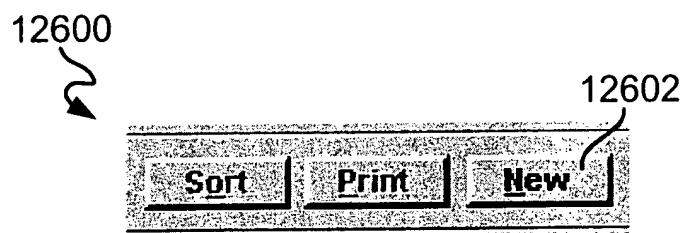


FIG. 126

12700

12702

**Item Desc:**

**Item Number:**

**Product Cat Code:**

**Status Code:**  Active

**Item Rank:**

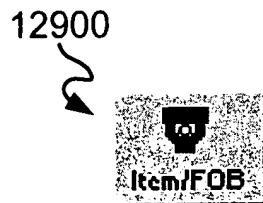
FIG. 127

12800

Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

FIG. 128



**FIG. 129**

|                                  |            |                 |
|----------------------------------|------------|-----------------|
| <b>Supplier Item Desc:</b>       |            | <b>Item No:</b> |
| <b>Current:</b>                  | <b>Yes</b> | <b>C No:</b>    |
| <b>Items per Case:</b>           | 5000       |                 |
| <b>Innerpack Content:</b>        | 5/1000     |                 |
| <b>Item Size:</b>                |            |                 |
| <b>Case Length:</b>              |            |                 |
| <b>Case Width:</b>               |            |                 |
| <b>Case Depth:</b>               |            |                 |
| <b>Case Dimension U/M:</b>       | INCH(S)    |                 |
| <b>Item Cube:</b>                | 0.95       | CUBIC FEET      |
| <b>Item Shelf Life:</b>          |            |                 |
| <b>Tie Qty:</b>                  |            |                 |
| <b>High Qty:</b>                 |            |                 |
| <b>Cases Per Pallet:</b>         |            |                 |
| <b>Stacking Allowed:</b>         |            |                 |
| <b>Universal Product Code:</b>   |            |                 |
| <b>Cases Per Truckload:</b> 1350 |            |                 |
| <b>Net Weight:</b>               | 39.00      |                 |
| <b>Gross Weight:</b>             | 39.00      |                 |
| <b>Weight U/M:</b>               | POUND(S)   |                 |
| <b>BarCode:</b>                  |            |                 |

**White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier**

**FIG. 130**

13100

Site Information      Site Id: 17355      Site Role: *FOB Shipping Point*

**Site Name:**

13102

**FIG. 131**

TYSON FOODS - NEW HOLLAND, PA

13200

Site Information      Site Id: 16      FOB Shipping Point

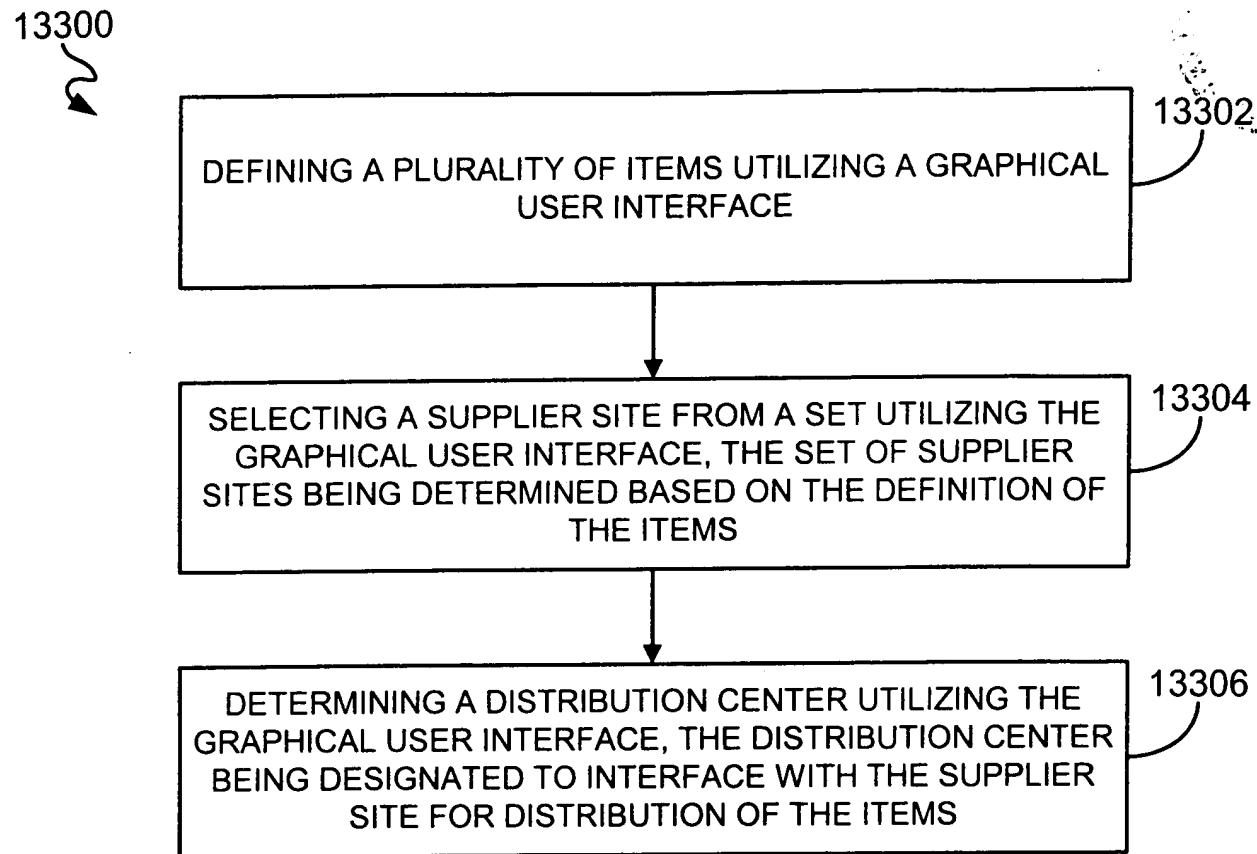
**Name:**

**Status:**

**Railroad Name:**

**Rail Sidings:**

**FIG. 132**



**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

| DC                         | Supplier FOB Point             |
|----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO      | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASSVILLE,  | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA  |

**FIG. 135**

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

**FIG. 136**

**FIG. 137**

13800

**FIG. 138**

13900

| Min Ordr | UM                  | Slip | Deliv. |
|----------|---------------------|------|--------|
| 1        | TRUCKLOAD(S) Pallet |      |        |
| 1        | TRUCKLOAD(S) Pallet |      |        |

**FIG. 139**

14000

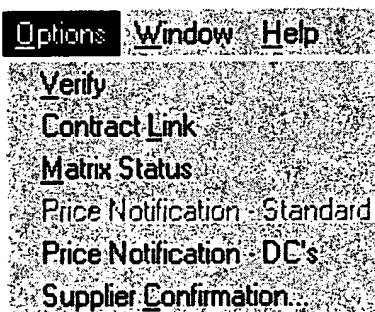
| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

**FIG. 140**

14200

**FIG. 142**

14100

**FIG. 141**

14300

**FIG. 143**

14400

14402

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED  
UTILIZING A GRAPHICAL USER INTERFACE

14404

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING  
THE GRAPHICAL USER INTERFACE

14406

DETERMINING A TIME FRAME DURING WHICH THE COST  
MODEL IS VALID UTILIZING THE GRAPHICAL USER  
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A  
CONTRACT COST, AN INVOICE COST, AND A LANDED COST  
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

**FIG. 144**

14500



**FIG. 145**

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

**FIG. 146**

14700

|                      |               |
|----------------------|---------------|
| Contract Start Date: | 05/15/98      |
| Contract End Date:   | 12/31/02      |
| Execution Date:      | 5/15/98       |
| Effective:           | Shipment Date |
| Payment Terms:       | Net 10        |

**FIG. 147**

14800



**FIG. 148**

14900



**FIG. 149**

15000



**FIG. 150**

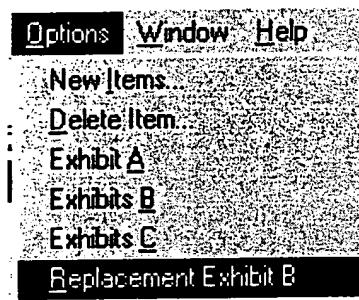
15100

Select the End Dates to Use on the Exhibit

| Item<br>Description    | Cost Matrix<br>End Date   | Contract<br>End Date | No End<br>Date |
|------------------------|---|----------------------|----------------|
| BEEF - 77%             | <input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date |                      |                |
| BEEF WHOPPER 4.0 OZ    | <input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date |                      |                |
| BEEF WHOPPER JR 2.8 OZ | <input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date |                      |                |

FIG. 151

15200

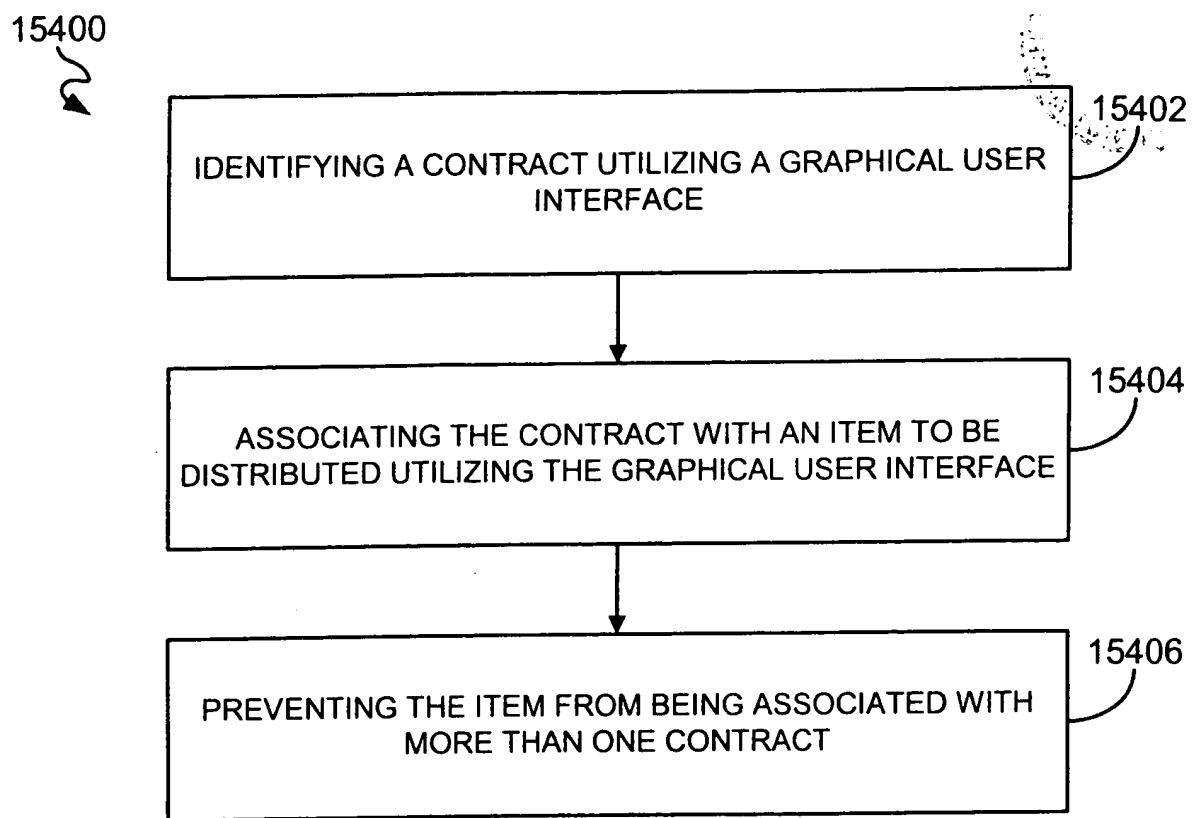


15300



FIG. 153

FIG. 152



**FIG. 154**

15500 15502

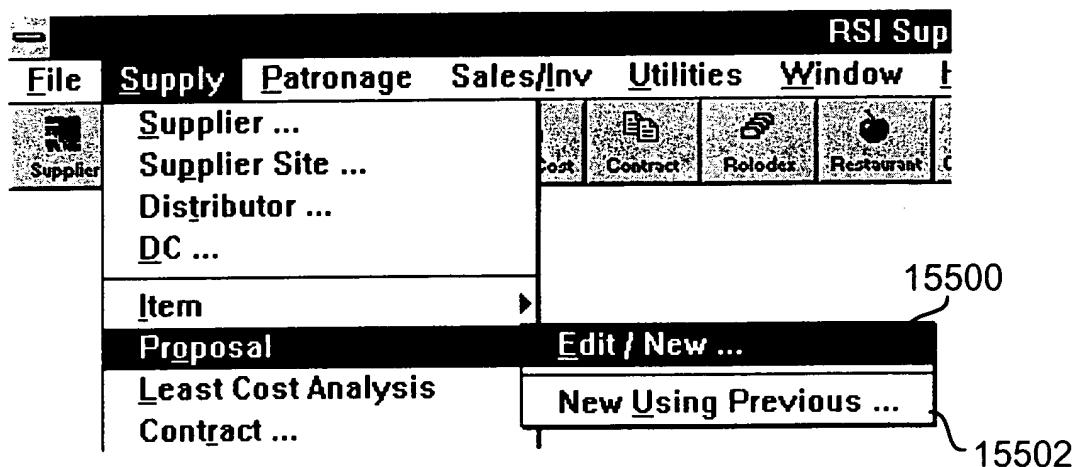


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Res | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 1021 **Proposal Due Date:** 06/12/97

**Proposal Name:** Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97

**Buyer Name:** Dennis Clabby **Contract End Date:** 06/30/98

---

**Actions**

| # | Date:    | Action Description:  |
|---|----------|--|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |

FIG. 156

15700



**FIG. 157**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search | Query | Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT          |
|                  |
|                  |
|                  |
|                  |
|                  |

2 Rows Selected

| Item Description       |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY)     |

> >> << <

**FIG. 158**

15800

6 Rows Found

| Item Description      | DRY | 15902 | Item Description             |
|-----------------------|-----|-------|------------------------------|
| CUP-HOT 12 OZ (PAPER) | DRY | ?     | CUP-HOT 12 OZ (DRY)          |
| CUP-HOT 16 OZ (PAPER) | DRY | >>    | CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (PAPER)  | DRY | >>    | CUP-HOT 8 OZ (DRY)           |
|                       |     | <<    | LD-HOT 12/16 OZ (DRY)        |
|                       |     | <<    | LD-HOT 8 OZ (DRY)            |

5 Rows Selected

15904

15906

15908

>>, <<, ?, <<) are between the two lists. A message '5 Rows Selected' is at the bottom right. A vertical scroll bar on the right side of the table is labeled '15904' at its midpoint. A horizontal scroll bar at the bottom is labeled '15906' on the left and '15908' on the right. A vertical scroll bar on the left side is labeled '15800' at its midpoint."/>

FIG. 159

16000

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component  |
|------------------|--|
| MAYO-BULK        | Mayonaise Components<br>(None Selected)<br>Generic FOB Pricing<br>Mayonaise Components |

FIG. 160

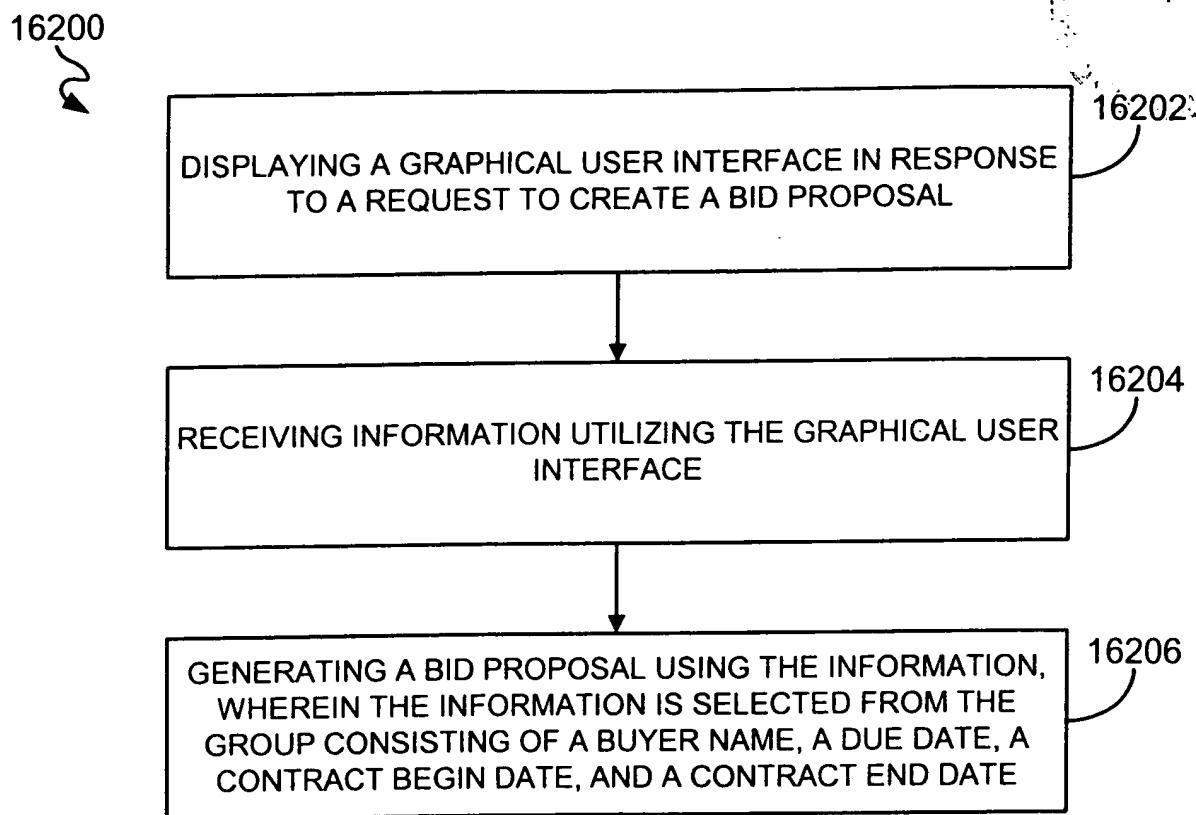
16100

| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.26      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

**FIG. 161**

印譜圖說

00010000000000000000000000000000



**FIG. 162**

16300

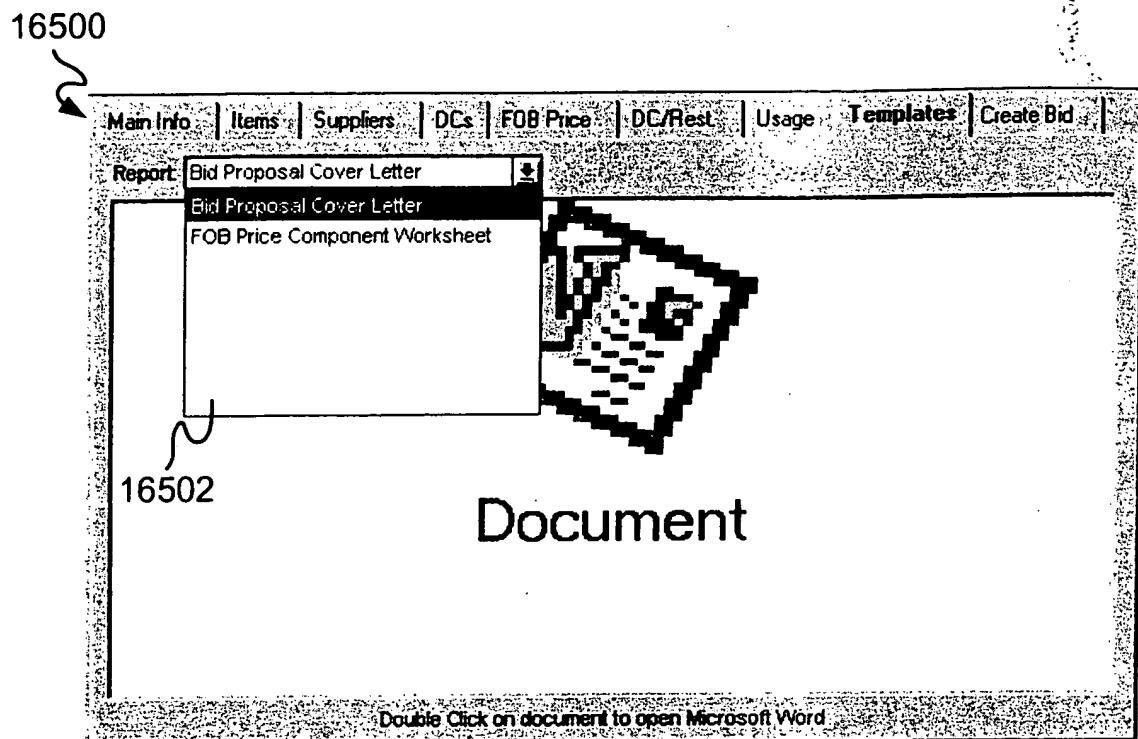


FIG. 163

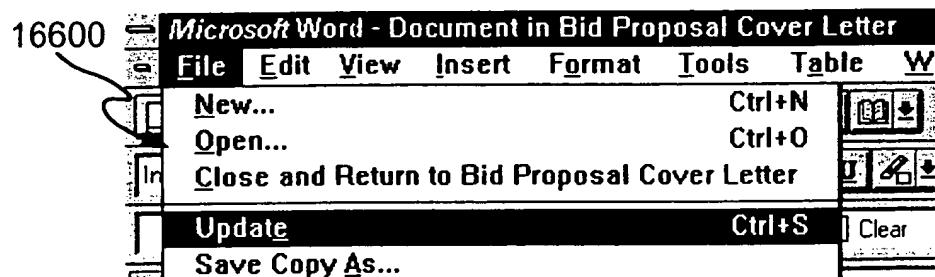
16400

|                              | Supply | MS | Editable |
|------------------------------|--------|----|----------|
|                              | Word   |    | Y/N      |
| Bid Proposal Cover Letter    | ?      | ?  | Y        |
| General Terms and Conditions | ?      | ?  | N        |
| Usage Estimates              | ?      | ?  | N        |
| Supplier Facility Worksheets | ?      | ?  | N        |
| Item Information Worksheets  | ?      | ?  | N        |
| Sample Supply Agreement      | ?      | ?  | N        |
| BK Specification Request     | ?      | ?  | N        |
| FOB Price Component          | ?      | ?  | Y        |
| Truckload Freight Worksheet  | ?      | ?  | N        |
| LTL Freight Worksheet        | ?      | ?  | N        |

FIG. 164



**FIG. 165**



**FIG. 166**

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

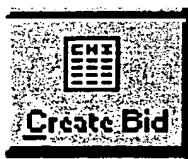
**Bid Proposal Sent**

**Bid Proposal Will Include Checked Documents**

| General   |                                     | Cost                                 |                                     |
|---|-------------------------------------|--------------------------------------|-------------------------------------|
| <b>Bid Proposal Cover Letter</b>                                    | <input checked="" type="checkbox"/> | <b>FOB Price Component Worksheet</b> | <input checked="" type="checkbox"/> |
| <b>General Terms &amp; Conditions</b>                               | <input checked="" type="checkbox"/> | <b>Truckload Freight Worksheet</b>   | <input checked="" type="checkbox"/> |
| <b>Usage Estimates</b>  | <input checked="" type="checkbox"/> | <b>LTL Freight Worksheet</b>         | <input checked="" type="checkbox"/> |
| <b>Supplier Facility Worksheet</b>                                  | <input checked="" type="checkbox"/> | <b>Blank Sheets</b>                  |                                     |
| <b>Item Information Worksheet</b>                                   | <input checked="" type="checkbox"/> | <b>Supplier Facility Worksheet</b>   | <input checked="" type="checkbox"/> |
| <b>Sample Supply Agreement</b>                                      | <input checked="" type="checkbox"/> | <b>Item Information Worksheet</b>    | <input checked="" type="checkbox"/> |
| <b>BK Specification Request</b>                                     | <input checked="" type="checkbox"/> | <b>FOB Price Component Worksheet</b> | <input checked="" type="checkbox"/> |
| <b>LTL Freight Worksheet</b> will be printed by system if necessary |                                     |                                      |                                     |

**FIG. 167**

16800



**FIG. 168**

16900

Report: Item Information Worksheet

7/2/97

Supplier: (all)

**Restaurant Services, Inc.**  
**Item Information Worksheet**

ATTY

DS

|                               |                                     |
|-------------------------------|-------------------------------------|
| Item Information Worksheet    | <input checked="" type="checkbox"/> |
| Bid Proposal Cover Letter     | <input type="checkbox"/>            |
| FOB Price Component Worksheet | <input type="checkbox"/>            |
| General Terms & Conditions    | <input type="checkbox"/>            |
| Item Information Worksheet    | <input checked="" type="checkbox"/> |
| LTL Freight Worksheet         | <input type="checkbox"/>            |
| Sample Supply Agreement       | <input type="checkbox"/>            |
| Supplier Facility Worksheet   | <input type="checkbox"/>            |

**FIG. 169**

17000



**FIG. 170**

17100



**FIG. 171**

17200

IDENTIFYING A PROPOSAL UTILIZING A GRAPHICAL USER INTERFACE

17202

INDICATING A PLURALITY OF COMPONENTS OF THE PROPOSAL UTILIZING THE GRAPHICAL USER INTERFACE

17204

ALLOWING THE SELECTION OF THE COMPONENTS UTILIZING THE GRAPHICAL USER INTERFACE

17206

CREATING A PROPOSAL UTILIZING THE SELECTED COMPONENTS

17208

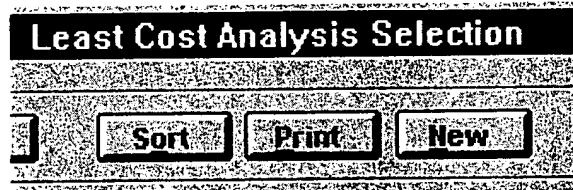
**FIG. 172**

17300



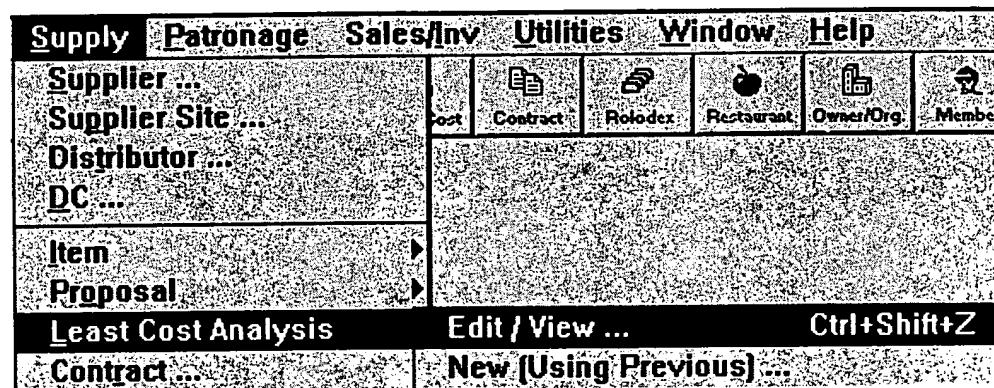
**FIG. 173**

17400



**FIG. 174**

17500



**FIG. 175**

|   |        |                                     |
|---|--------|-------------------------------------|
| <b>Bid Proposal Name:</b>                               | (None) | <input checked="" type="checkbox"/> |
| Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98) |        |                                     |
| Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)  |        |                                     |

17600

**FIG. 176**

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

100-300-222-1200

17800

|                             |                   |      |         |
|-----------------------------|-------------------|------|---------|
| <b>Analysis Name:</b>       | Hash Brown Actual |      |         |
| <b>Analysis ID:</b>         | 1036              |      |         |
| <b>Buyer:</b>               | Dennis Clabby     |      |         |
| <b>Period of Agreement:</b> | 10/1/97           | THRU | 9/30/98 |
| <b>Unit Of Measure:</b>     | CASE(S)           |      |         |

**FIG. 178**

17900

|   |                     |
|---|---------------------|
| <b>Version ( 1 ) of ( 9 )</b>                                   | <b>Base version</b> |
| <b>What is the max # of FOB points to allocate to each DC ?</b> |                     |
| <b>What is pricing method for this version ?</b>                |                     |
| <b>What is the RSI Invoice FOB Upcharge (Downcharge) ?</b>      |                     |
| <b>Override RDC Truckload Validation?</b>                       |                     |
| <b>Solution Strategy:</b>                                       | Standard            |
| <b>Last Revision:</b>   | 9/15/97 1:04 PM     |

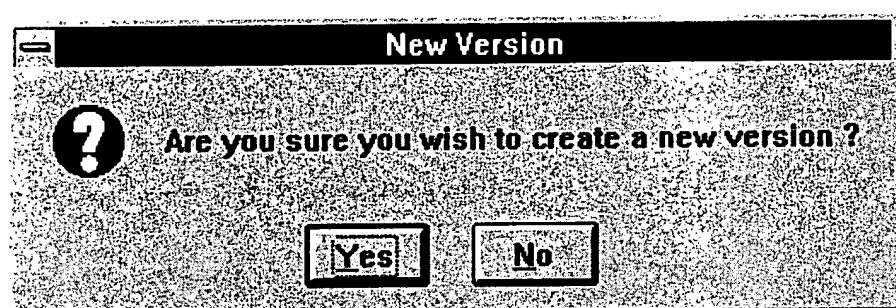
**FIG. 179**

18000



**FIG. 180**

18100



**FIG. 181**

10000 11000 12000 13000 14000 15000 16000 17000 18000 19000 20000

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

18202

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

18204

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

18206

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18208

**FIG. 182**

00000000000000000000000000000000

18300

18300

| Supplier FOB |
|--------------|
| DOP          |
|              |
|              |
|              |
|              |

Query Values

Search    Query    Reset

7 Rows Selected

| Supplier FOB                      |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA               |
| DOPACO-KINSTON, NC                |
| DOPACO-ST. CHARLES, IL            |
| DOPACO-STOCKTON, CA               |
| IMPERIAL BONDWARE-SHELBYVILLE, TN |
|                                   |

18302

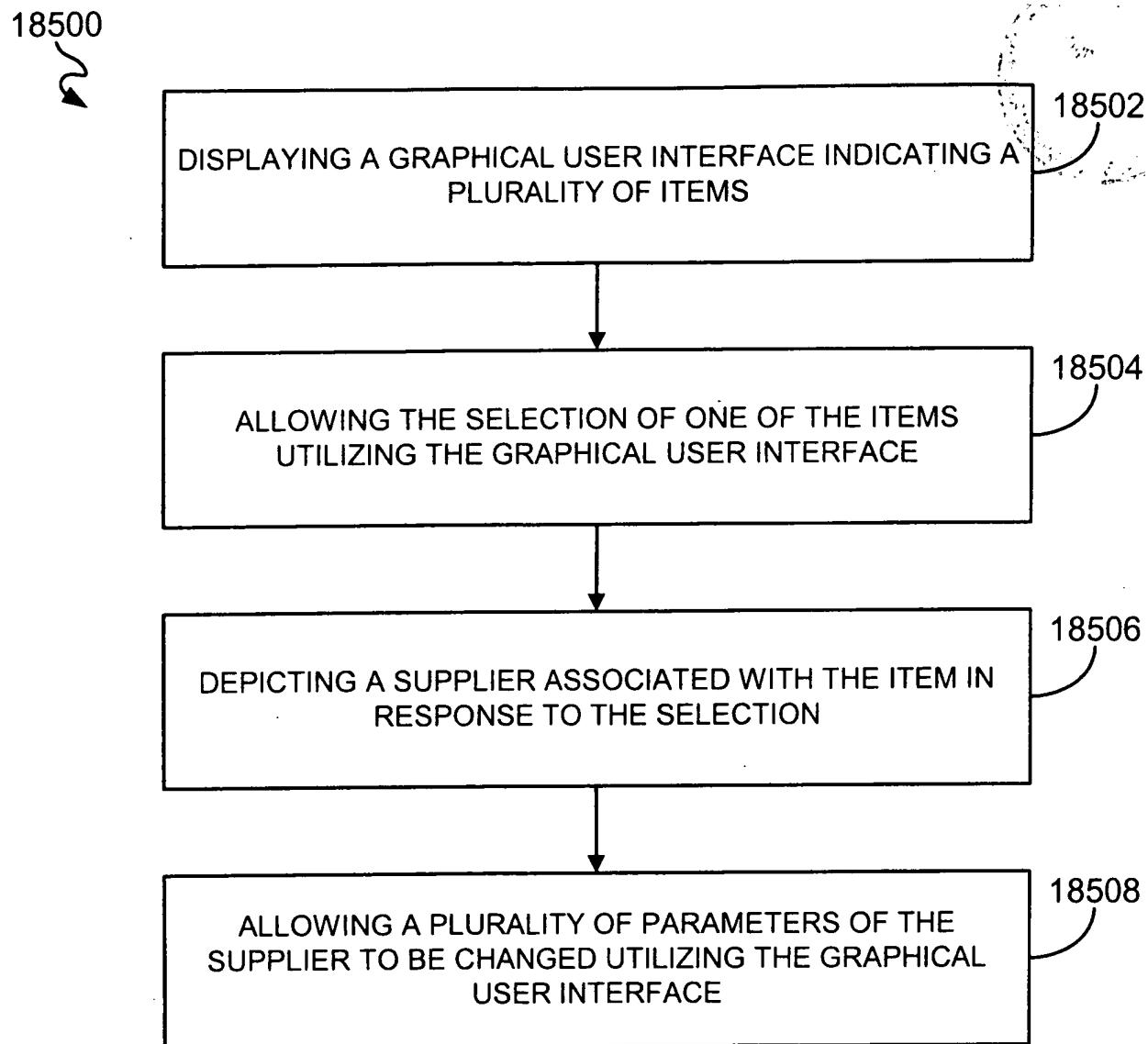
FIG. 183

18400

| Item Description    | Conv. Factor |
|---------------------|--------------|
| FRIES-COATED (FRZN) | 36           |

18402

**FIG. 184**



**FIG. 185**

18600

| Item Description | Supplier FOB        |
|------------------|---------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNTOWN, PA |

|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Content:  | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory            | Case Cube: 3.43 CUBIC FEET                                    |
| Case Width:         | 15.125         | Cases Per Truckload: | 769   |
| Case Depth:         | 17.75          | Gross Weight:        | 29.28 POUNDS(S)   |
| Case U/M INCHES     |                | Net Weight:          | 27.28 POUNDS(S)   |

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

18900

| Supplier            | Terms | SLP/PLT | Minimum     | Maximum | Include   |
|---------------------|-------|---------|-------------|---------|---|
| CAVENDISH FARMS     |       | Pallet  |             |         | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| JR. SIMPLOT COMPANY |       | Pallet  |             |         | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.   |       | Pallet  | 200,000,000 |         | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Supplier FOB                          | Minimum    | Maximum     | Include   |
|---------------------------------------|------------|-------------|---|
| LAMB-WESTON, INC. - PASCO, WA         | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. - RICHLAND WA       | 0          | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. - AMERICAN FALLS ID | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

19000

| Supplier            | Terms | SLP/PLT | Minimum     | Maximum | Include   |
|---------------------|-------|---------|-------------|---------|---|
| MCCAIN FOODS        |       | Pallet  |             |         | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| NESTLE FOOD COMPANY |       | Pallet  |             |         | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS       |       | Pallet  | 225,000,000 |         | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Supplier FOB                            | Minimum    | Maximum     | Include   |
|---|------------|-------------|---|
| MCCAIN FOODS LTD - PRINCE EDWARD ISLAND | 18,000,000 | 30,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| MCCAIN FOODS LTD - PORTAGE LE PRAIRIE   | 45,000,000 | 50,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| MCCAIN FOODS INC - OTHELLO WA           | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A  
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE  
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER  
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A  
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER  
INTERFACE

19106

**FIG. 191**

19200

19200

| Supplier                   | # | Volume |
|----------------------------|---|--------|
| HUDSON INDUSTRIES          | 0 |        |
| INTERNATIONAL DIVERSEFOODS | 0 |        |
| SUPERIOR COFFEE & FOODS    | 0 |        |

| Supplier FOB              | Item              | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8.4200   | 0 |        |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300   | 0 |        |

**FIG. 192**

19300



| Supplier                    | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES           | 0 |        |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |
| WHITEFORD FOODS             | 0 |        |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

**FIG. 193**

19400

| Supplier      | # | Volume  |
|---------------|---|---------|
| VENTURA FOODS | 0 |         |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

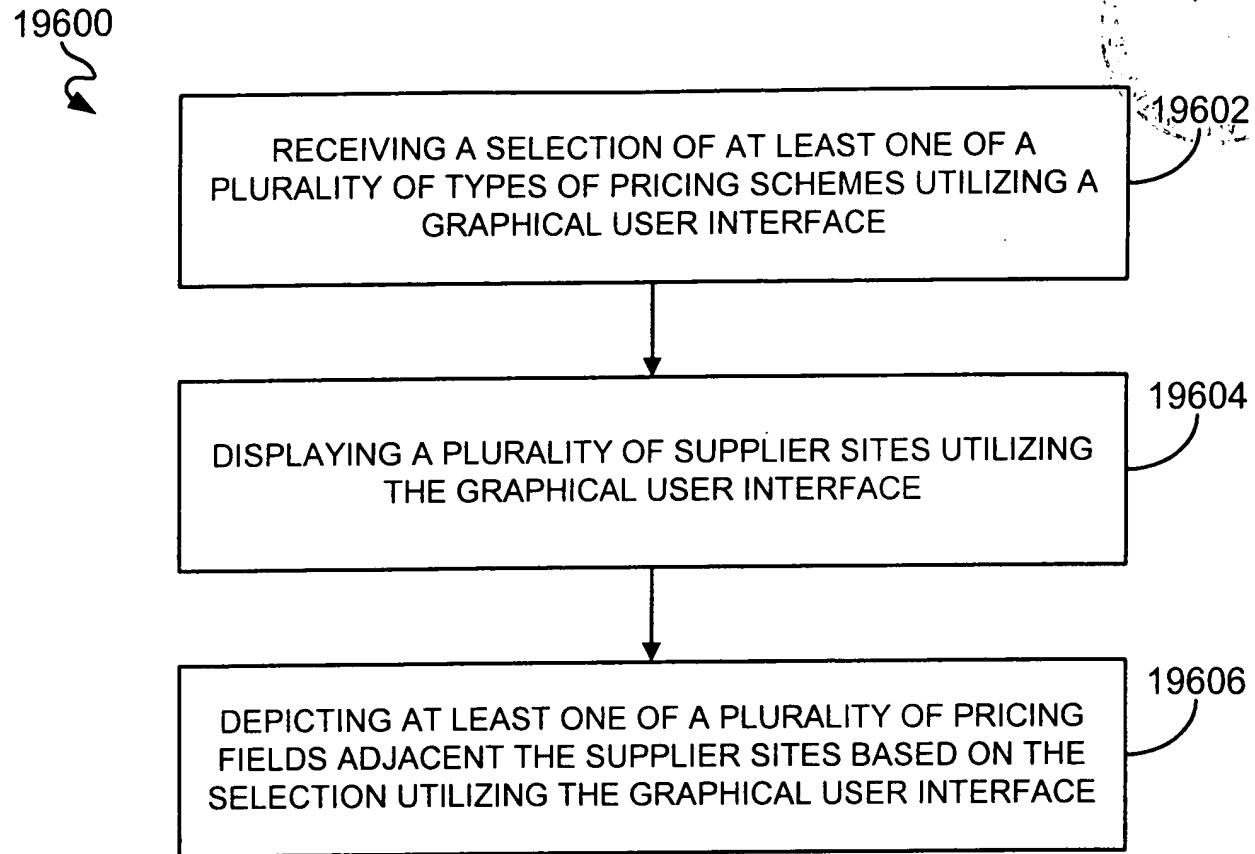
**FIG. 194**

19500

| Item Description | Supplier FOB                   |
|------------------|--------------------------------|
| FRIES-COATED     | CAVENDISH-PRINCE EDWARD        |
| FRIES-COATED     | J.R. SIMPLOT COMPANY-HERMISTON |
| FRIES-COATED     | LAMB-WESTON, INC-PASCO, WA     |

**FIG. 195**

ੴ ਸਤਿਗੁਰ ਪ੍ਰਸਾਦਿ



**FIG. 196**

19700



| Total Rest. Growth Amount   |                     | Usage Period         |                            |
|-----------------------------|---------------------|----------------------|----------------------------|
| 5.00%                       |                     | 09/01/97 to 08/31/98 |                            |
| Distribution Center         | Current Rest. Count | Restaurant Growth %  | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE  | 27                  | 5.00%                | 28                         |
| AMERISERVEPOST-DENVER       | 35                  | 5.00%                | 37                         |
| AMERISERVEPOST-SALT LAKE UT | 2                   | 5.00%                | 2                          |
| AMERISERVE-OMAHA NE         | 166                 | 5.00%                | 174                        |

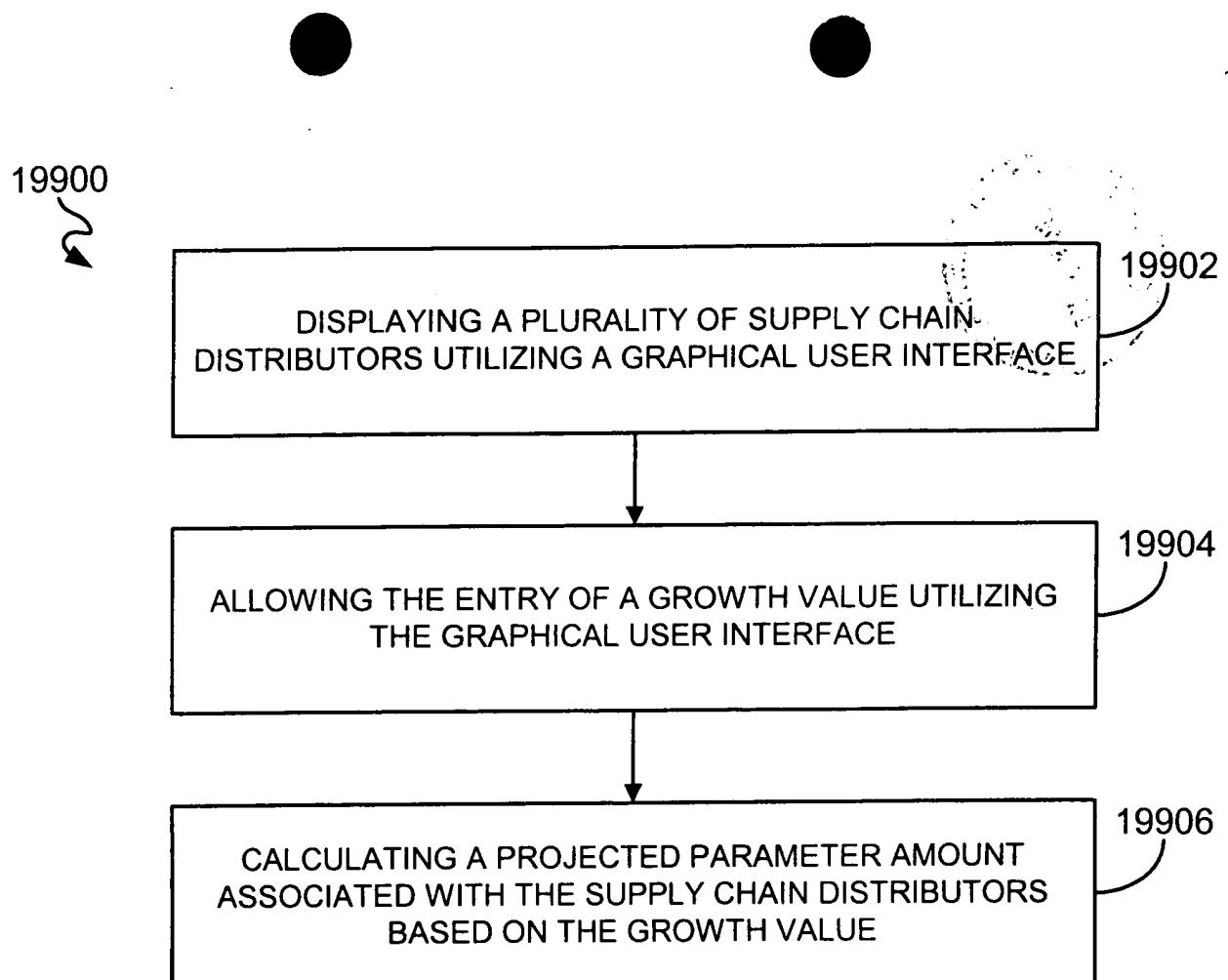
FIG. 197

19800



| Item                | Item Growth %  | Usage Period          |              |           |                |                 |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| CHICKEN-PATTY       | 0.00           |                       |              |           |                |                 |
| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
| AMER-OMAHA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198



**FIG. 199**

20000

| Supplier FOB                        |                              | Address  |                          |
|-------------------------------------|------------------------------|--|--------------------------|
| CAVENDISH FARMS                     | Dieppe                       | NB   | E1A6X4                   |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston                    | OR   | 99999                    |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls               | ID   | 83211                    |
| <b>Distribution Center</b>          |                              | <b>Lane Restriction</b>  | <b>Honor TL Rate</b>     |
| AMERISERVE/POST-ALBUQUERQUE         | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER              | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE UT        | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA NE                 | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN             | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

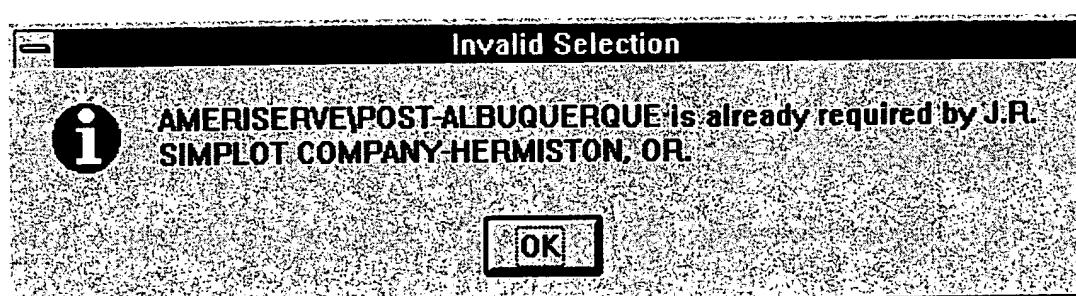
**FIG. 200**

20100

| Supplier FOB                        |   | Address  |        |
|-------------------------------------|---|--|--------|
| CAVENDISH FARMS                     | Dieppe                                  | NB   | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston                               | OR   | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls                          | ID   | 83211  |
| <b>Distribution Center</b>          |   | <b>Lane Restriction</b>  |        |
| AMERISERVE/POST-ALBUQUERQUE         | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required <input type="radio"/> Excluded |        |
| AMERISERVE/POST-DENVER              | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded            |        |

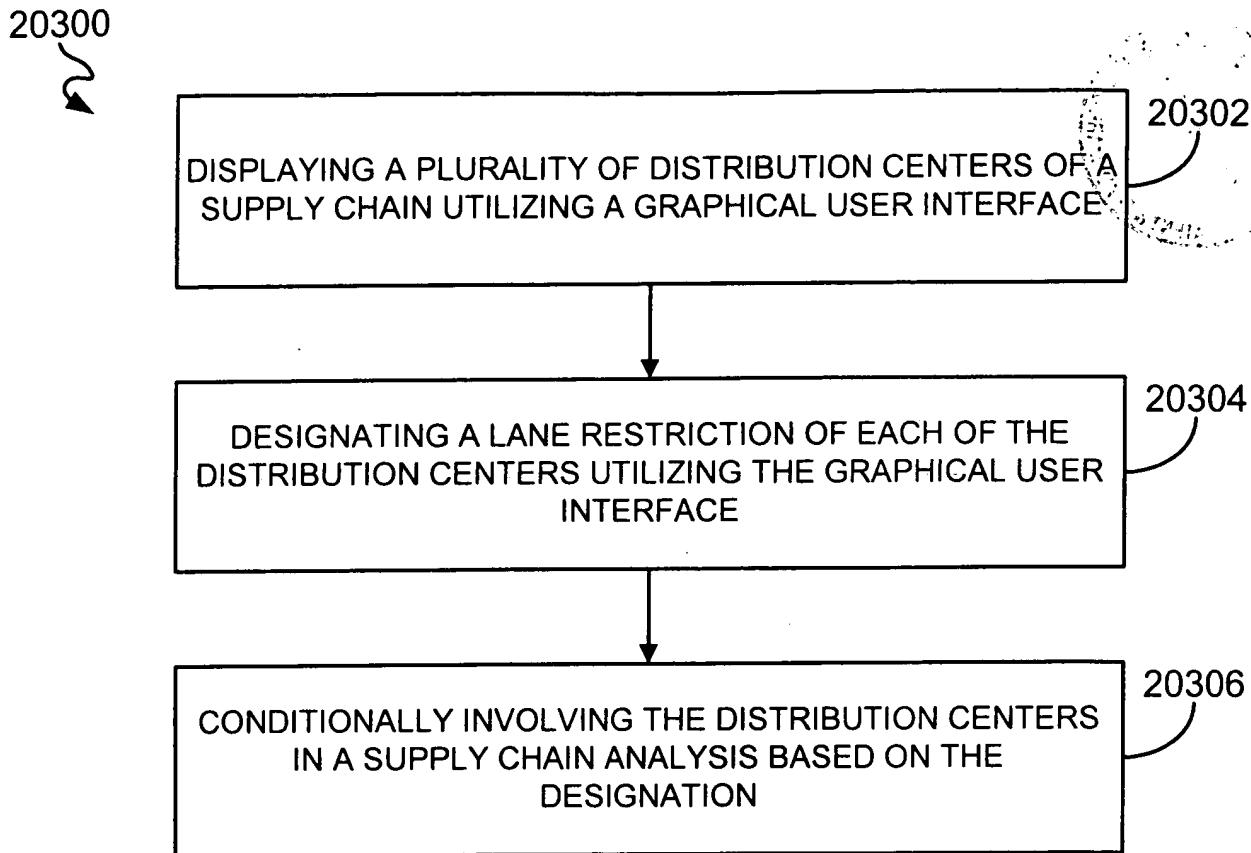
**FIG. 201**

20200



**FIG. 202**

00000000000000000000000000000000



**FIG. 203**

20400

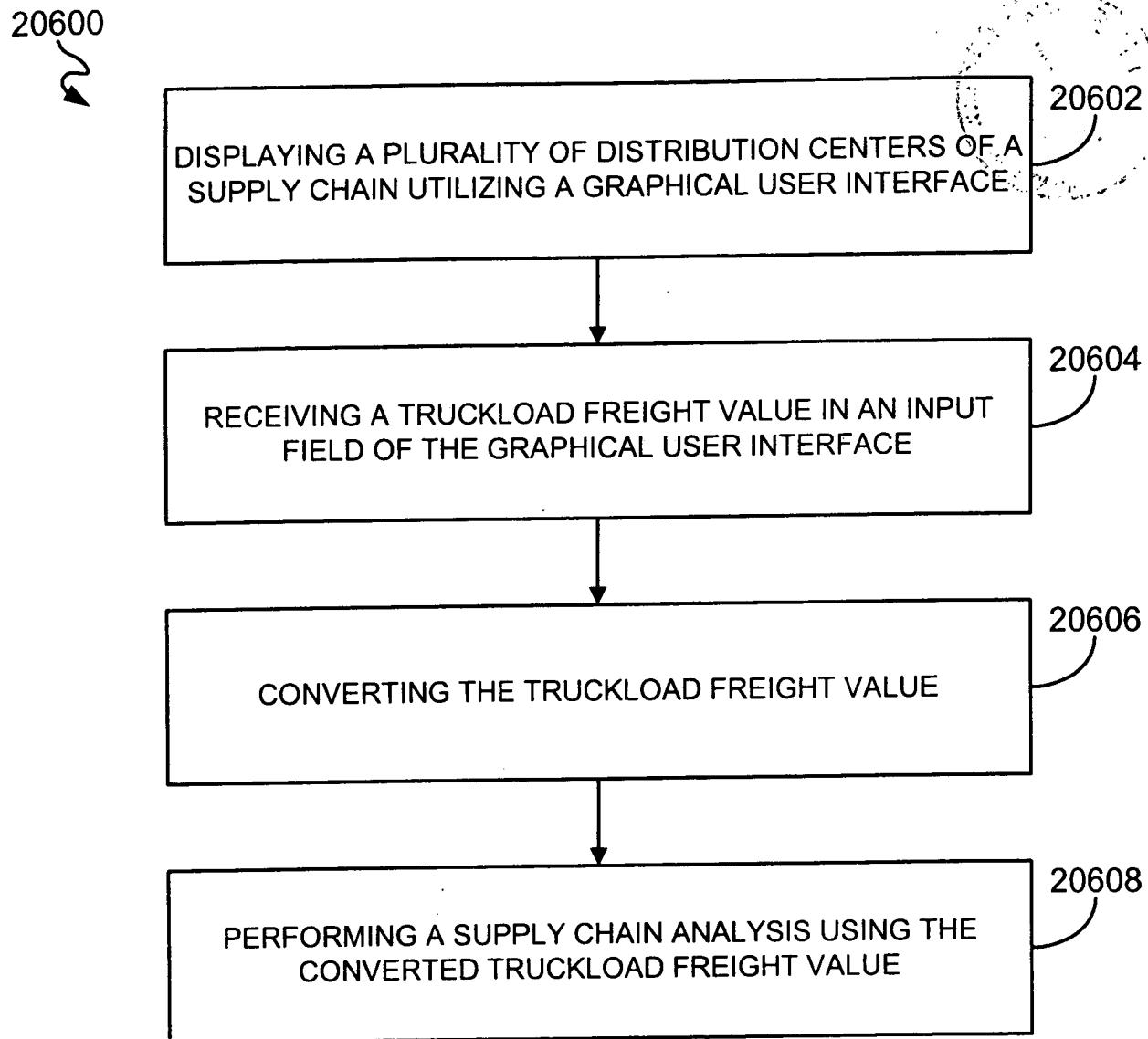
| Supplier FOB                       |                   | Address       |        |
|------------------------------------|-------------------|---------------|--------|
| CAVENDISH FARMS                    | Dieppe            | NB            | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston         | OR            | 99999  |
| LAMB-WESTON, INC-AMERICAN FALLS ID | American Falls    | ID            | 83211  |
| Distribution Center                | Truckload Freight | Lane Distance |        |
| AMERISERVEPOST-ALBUQUERQUE         | 1,617             |               |        |
| AMERISERVEPOST-DENVER              | 1,277             |               |        |
| AMERISERVEPOST-SALT LAKE UT        | 691               |               |        |

FIG. 204

20500

| Supplier FOB                |                | Address        |                    |                     |                      |              |
|-----------------------------|----------------|----------------|--------------------|---------------------|----------------------|--------------|
| O.K. FOODS-FORT SMITH AR    | Fort Smith     | AR             | 72904              |                     |                      |              |
| TYSON FOODS-GREEN FOREST AR | Green Forest   | AR             | 72638              |                     |                      |              |
| TYSON FOODS-RUSSELLVILLE AR | Russellville   | AR             | 72601              |                     |                      |              |
| Distribution Center         | Weight Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
| PS-ATLANTA                  | 15,000         |                |                    |                     | 1.10                 |              |
| PS-BURLINGTON               | 15,000         | 400.00         |                    |                     | 1.20                 |              |

FIG. 205



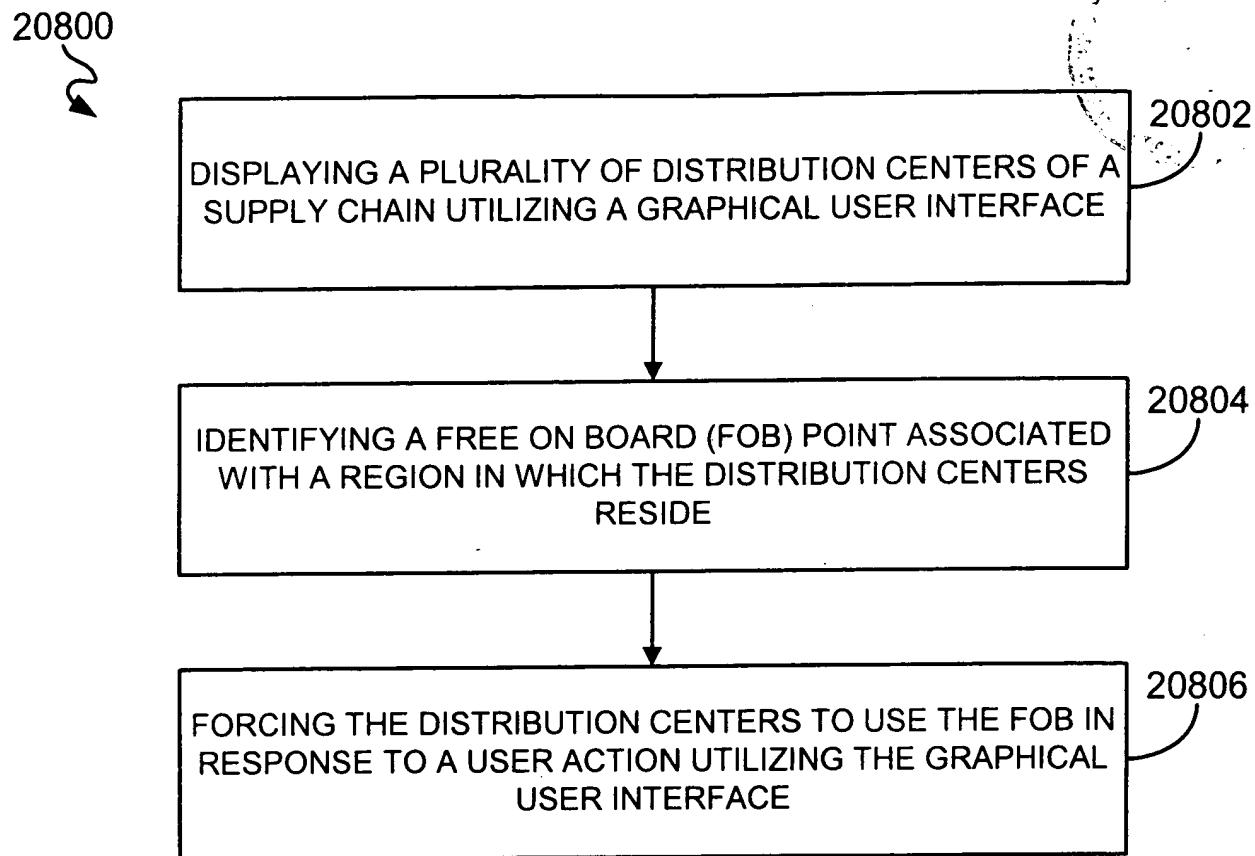
**FIG. 206**

090152Z NOV 09

20700

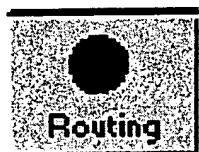
|  |   |
|--|---|
| <b>Analysis Region</b><br>MCCABE-PORLTND/RNW-ANCHORAGE                                       | <b>Force FOB</b><br><input checked="" type="radio"/> Yes <input type="radio"/> No |
| <b>Distribution Center Name</b><br>MCCABE QUALITY FOODS PORTLAND<br>RESTAURANTS NW-ANCHORAGE | <b>Site Role</b><br>Corporate & FOB Point<br>Corporate & FOB Point                |

**FIG. 207**



**FIG. 208**

20900



**FIG. 209**

21000

Report Selection

|                                      |   |
|--------------------------------------|---|
| Report Type: Optimal Product Routing | Report Name: Freight Information Provided     |
| Report Parameters                    |   |
| Supplier: (All)                      | Freight Information Provided                  |
| Supplier FOB: (All)                  | LTL Routing Grid By Lane                      |
| Distribution Center: (All)           | Routing Results By Lane                       |
| Version: Base Version                | Routing Results By Lane, Item                 |
|                                      | Routing Results w/ RDC Breakout By Lane       |
|                                      | Routing Results w/ RDC Breakout By Lane, Item |
|                                      | TL Freight Variance Analysis                  |

**FIG. 210**

21100

21102

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

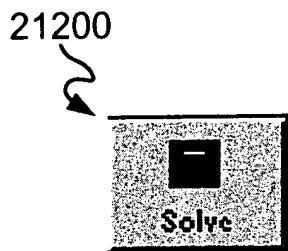
21104

DETERMINING A LOWEST COST ROUTING SCHEME FOR  
EACH OF THE LANES

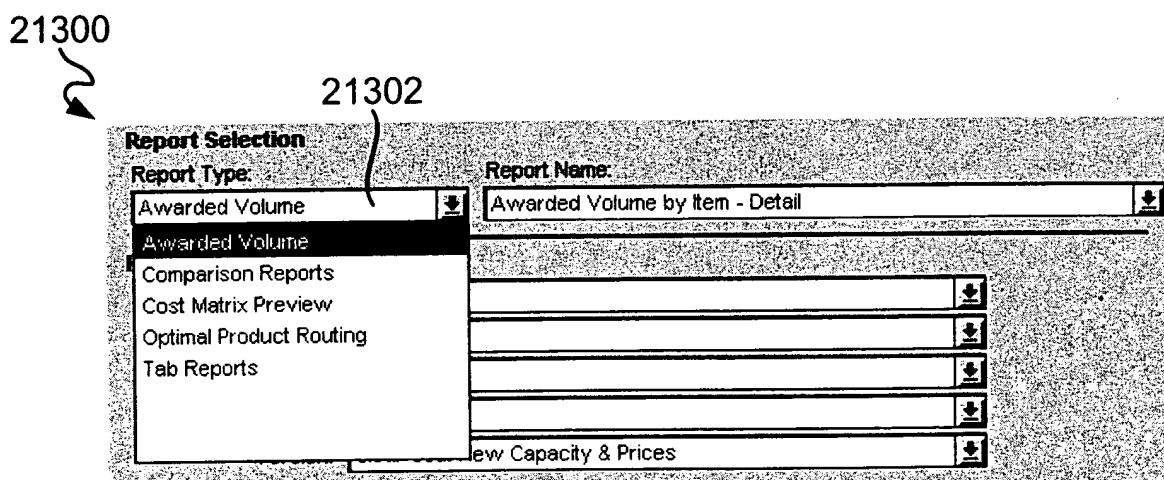
21106

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE  
LOWEST COST ROUTING SCHEME

**FIG. 211**



**FIG. 212**



**FIG. 213**

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

**FIG. 214**

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

|                    |   |
|--------------------|---|
| Report Type:       | Report Name:                                |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

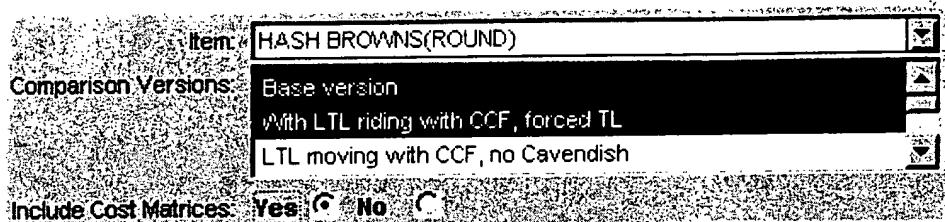
**FIG. 216**

21700

- Report Name:
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800



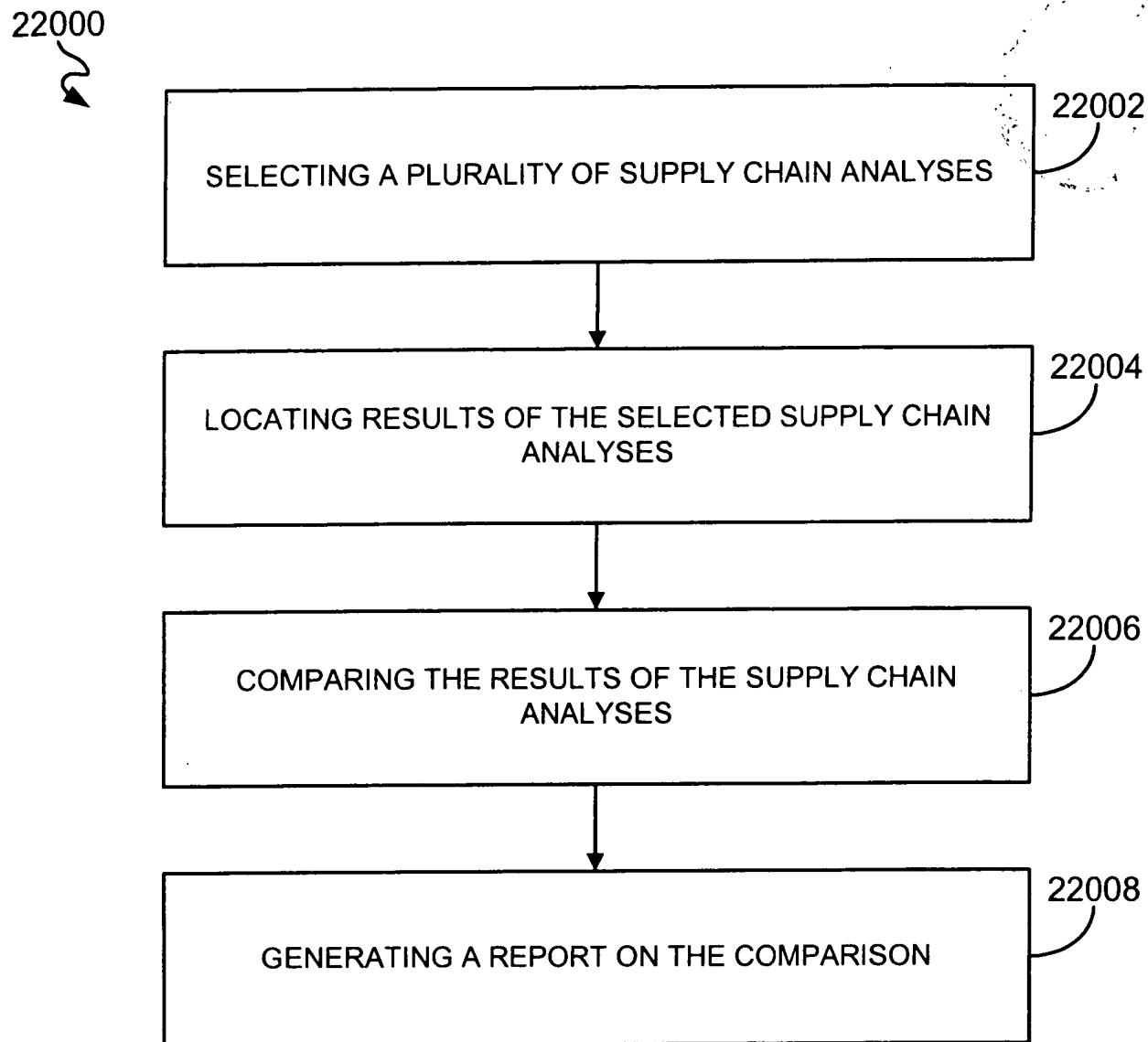
**FIG. 218**

21900



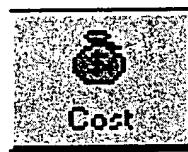
**FIG. 219**

20000-000-00000-0



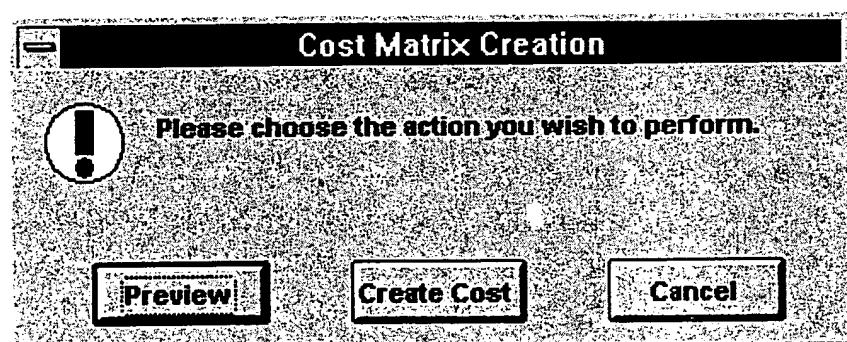
**FIG. 220**

22100



**FIG. 221**

22200



**FIG. 222**

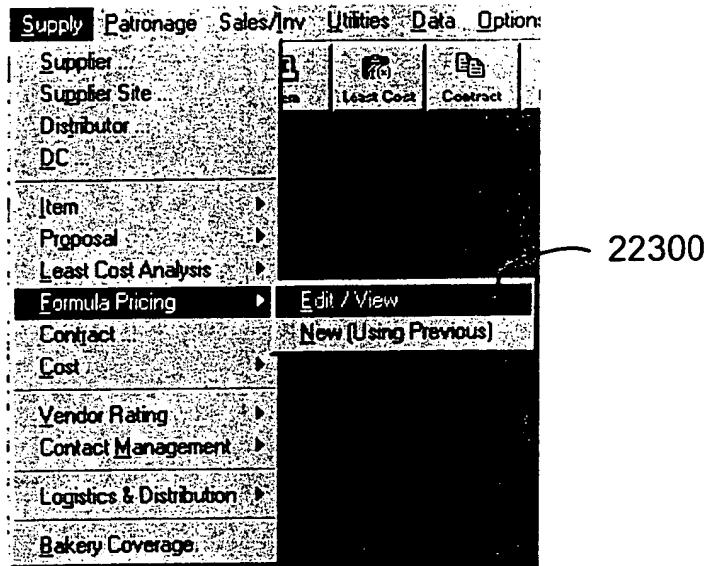


FIG. 223

22400

| Pricing ID:                        |          |           | 12       |
|------------------------------------|----------|-----------|----------|
| Description: Beef Pricing 04/06/01 |          |           |          |
| Item: BEEF - 77%                   |          |           |          |
| Raw Material Pricing Date:         | 04/06/01 | From:     | 03/23/01 |
| Cost Matrix Begin Date:            | 03/15/01 | End Date: | 03/28/01 |
| FOB Adjustment Amount: 0.0000      |          |           |          |

FIG. 224

22500

Formula Pricing - BEEF - 772 - 04/06/98

| General Info | Pricing                 | Freight                 | Formulas                | Block Cost              | Adjustments             |                            |                         |                            |                            |                     |                          |        |
|--------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|--------------------------|--------|
| Date         | FRSH<br>DOM 50%<br>TRIM | FRSH<br>DOM 65%<br>TRIM | FRSH<br>DOM 75%<br>TRIM | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 90%<br>LEAN BL | FRSH<br>DOM 90%<br>LEAN | FRSH<br>DOM 95%<br>LEAN YW | FRZN<br>DOM 95%<br>LEAN BL | IMP AUS<br>50% LEAN | Lean<br>Fine Tdr<br>Beef |        |
| 03/23/98     | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                     | 0.9900                  | 0.9950                     | 1.0000                     | 0.9500              | 0.9500                   | 0.7960 |
| 03/24/98     | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                     | 1.0000                  | 1.0500                     | 1.1000                     | 0.9400              | 0.9600                   | 0.8400 |
| 03/25/98     | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                     | 1.1000                  | 1.1500                     | 1.2000                     | 0.9500              | 0.9300                   | 0.9200 |
| 03/26/98     | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                     | 1.2000                  | 1.2500                     | 1.3000                     | 0.9600              | 0.9500                   | 1.0000 |
| 03/27/98     | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                     | 1.0000                  | 1.0500                     | 1.1000                     | 0.9550              | 0.9800                   | 0.8400 |
| 03/30/98     | 0.8800                  | 0.9300                  | 0.9441                  | 0.9700                  | 0.9318                  | 0.9900                     | 0.9995                  | 0.9998                     | 1.0000                     | 0.9870              | 0.9650                   | 0.7998 |
| 03/31/98     | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                     | 1.1000                  | 1.1250                     | 1.1500                     | 0.9550              | 0.9870                   | 0.9000 |
| 04/01/98     | 0.8700                  | 0.9200                  | 0.9383                  | 0.9650                  | 0.9224                  | 0.9800                     | 1.2000                  | 1.2300                     | 1.2600                     | 0.9630              | 0.9630                   | 0.9840 |
| 04/02/98     | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                     | 1.0000                  | 1.0250                     | 1.0500                     | 0.9540              | 0.9870                   | 0.8200 |
| 04/03/98     | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                     | 1.1000                  | 1.0750                     | 1.0500                     | 0.9580              | 0.9870                   | 0.8600 |
|              | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                     | 0.9890                  | 1.0950                     | 1.1210                     | 0.9572              | 0.9659                   | 0.8760 |

FIG. 225

22600

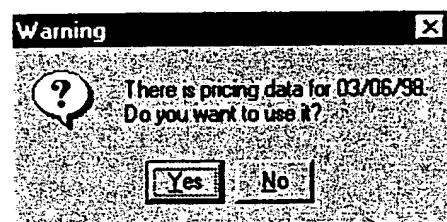


FIG. 226

22700

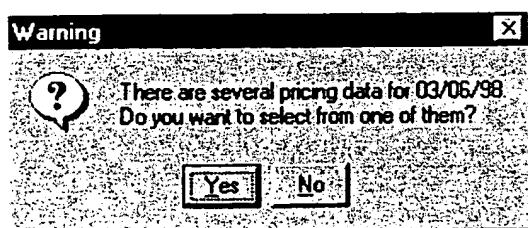


FIG. 227

22800

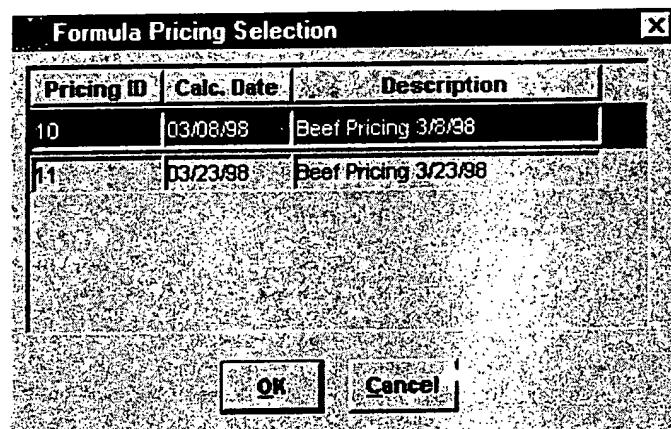


FIG. 228

22900

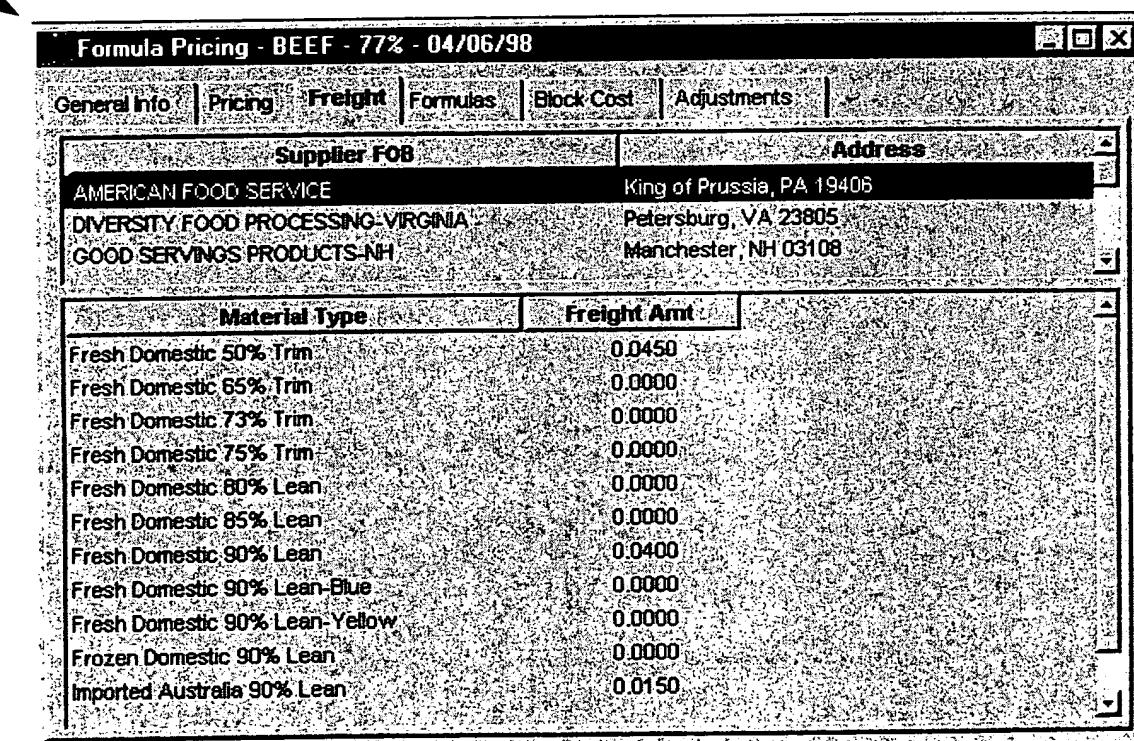


FIG. 229

23000

| Formula Pricing - BEEF - 77% - 04/06/98 |         |        |         |        |          |        |            |        |             |        |
|---|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|
| General Info                            | Pricing |        | Freight |        | Formulas |        | Block Cost |        | Adjustments |        |
| Formula                                 | Pct.    | Cost   | Pct.    | Cost   | Pct.     | Cost   | Pct.       | Cost   | Pct.        | Cost   |
| AFS-1                                   | 0.3120  | 0.2971 |         |        |          |        |            |        |             |        |
| DIV-1                                   | 0.1400  | 0.1295 | 0.2000  | 0.1949 | 0.1400   | 0.1368 |            |        |             |        |
| GS-1                                    | 0.3270  | 0.3042 |         |        |          |        |            |        |             |        |
| S&C-1                                   | 0.2414  | 0.2200 |         |        |          |        | 0.2179     | 0.2025 | 0.2178      | 0.2153 |
| SER-1                                   | 0.3250  | 0.2926 |         |        |          |        |            |        |             |        |
| TEX-1                                   | 0.3090  | 0.2766 |         |        |          |        |            |        |             |        |
| WH-1                                    | 0.3250  | 0.2958 |         |        |          |        |            |        |             |        |
| WIS-1                                   | 0.3325  | 0.2977 |         |        |          |        |            |        |             |        |

FIG. 230

23100

| Formula Pricing - BEEF - 77% - 04/06/98 |                   |       |            |        |           |                                     |
|---|-------------------|-------|------------|--------|-----------|-------------------------------------|
| General Info                            | Pricing           |       | Freight    |        | Formulas  |                                     |
| Formula                                 | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include?                            |
| AFS-1                                   | 0.9840            | 0.99  | \$0.9990   | 0.1232 | \$1.1222  | <input checked="" type="checkbox"/> |
| DIV-1                                   | 0.9941            | 0.99  | \$1.0123   | 0.1669 | \$1.1792  | <input checked="" type="checkbox"/> |
| GS-1                                    | 0.9866            | 0.98  | \$1.0037   | 0.1267 | \$1.1324  | <input checked="" type="checkbox"/> |
| S&C-1                                   | 0.9721            | 1.00  | \$0.9721   | 0.1457 | \$1.1178  | <input checked="" type="checkbox"/> |
| SER-1                                   | 0.9884            | 0.99  | \$0.9831   | 0.1325 | \$1.1156  | <input checked="" type="checkbox"/> |
| TEX-1                                   | 0.9916            | 0.99  | \$1.0067   | 0.1232 | \$1.1299  | <input checked="" type="checkbox"/> |
| WH-1                                    | 0.9765            | 0.98  | \$0.9939   | 0.1275 | \$1.1214  | <input checked="" type="checkbox"/> |
| WIS-1                                   | 1.0018            | 0.98  | \$1.0202   | 0.1334 | \$1.1536  | <input checked="" type="checkbox"/> |

FIG. 231

23200

| Formula | Raw Cost | Yield  | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1   | 0.9840   | 0.9850 | 0.9980    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1   | 0.9941   | 0.9920 | 1.0123    | 0.1669 | 0.1500      | 1.3292         |
| GS-1    | 0.9866   | 0.9830 | 1.0037    | 0.1267 | 0.0000      | 1.1324         |
| S&C-1   | 0.9721   | 1.0000 | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1   | 0.9884   | 0.9850 | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1   | 0.9916   | 0.9850 | 1.0067    | 0.1232 | 0.0000      | 1.1299         |

FIG. 232

23200 < 0000000000

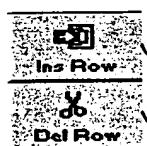


FIG. 233

23300



23302



FIG. 234

23400

23500

Number of Rows: 14

| Formula ID | Facility                             | Description                     | Short Name |
|------------|--------------------------------------|---------------------------------|------------|
| 5          | AMERICAN FOOD SERVICE                | American Food Service Formula A | AFS-1      |
| 7          | DIVERSITY FOOD PROCESSING - VIRGINIA | DIV Formula - 1b                | DIV-1      |
| 8          | GOOD SERVINGS PRODUCTS - NH          | Good Servings Formula 1         | GS-1       |

Number of Rows: 6

| Material Type           | Begin Date | Percentage |
|-------------------------|------------|------------|
| Fresh Domestic 50% Trim | 10/03/1997 | 31.2000%   |
| Fresh Domestic 73% Trim | 10/01/1996 | 20.0000%   |
| Fresh Domestic 85% Lean | 10/01/1997 | 5.0000%    |
| Fresh Domestic 90% Lean | 10/01/1997 | 18.8000%   |

FIG. 235

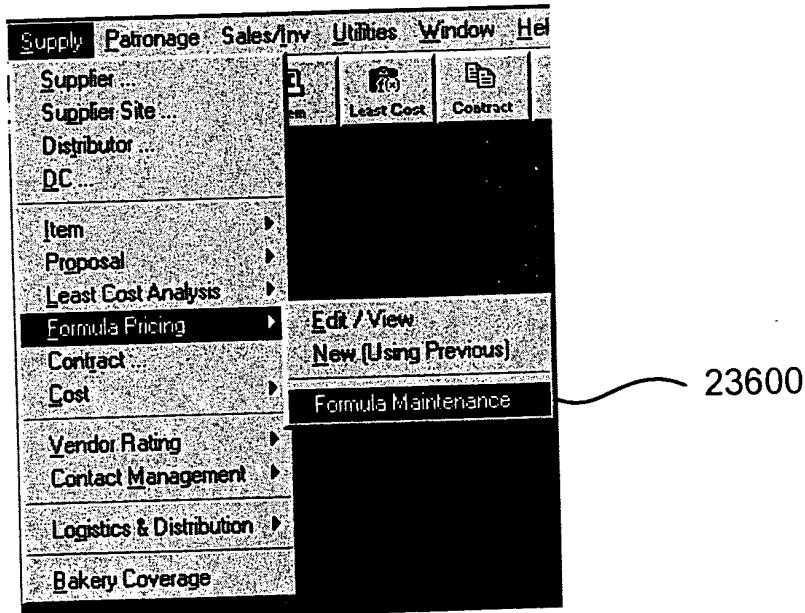


FIG. 236